

Upper Iowa University & Des Moines Area Community College

PROGRAM TO EQUIVALENCY GUIDE

UIU 2006-07 Catalog

DMACC 2006-07 Catalog

Des Moines Area Community College		Upper Iowa University	
Associate in Applied Science Degree Management		Bachelor of Science Management	
DMACC Curriculum	Credits	UIU Transfer Course	Transfer
Required Courses			
MGT 130 Principles of Supervision	3	BA 362 Supervision (Option for Major)	3
MGT 101 Introduction to Management	3	General Elective	3
MGT 145 Sales Management	3	BA 315 Sales Mgt (General Elective)	3
MGT 128 Organizational Behavior	3	General Elective	3
MGT 170 Human Resource Management	3	BA 361 Human Resources Mgt (Core)	3
MGT 802 Business Internship Seminar I	2	General Elective	2
MGT 800 Business Internship I	6	General Elective	6
MGT 194 Relationship Strategies in Business	2	General Elective	2
MGT 147 Leadership Development	3	BA 365 Leadership Theory (General Elective)	3
MKT 110 Principles of Marketing	3	BA 208 Marketing Principles (Core)	3
MKT 140 Selling	3	General Elective	3
MFG 507 Total Quality Management	3	General Elective	3
SDV 153 Pre-Employment Strategies	2	General Elective	2
Total Required Course Credits	39	Course Matches	9
		General Electives	30
Option Courses			
Select 1 Course from Options 1 – 6 and 3 courses from Option 7.			
Select recommended courses in bold to fulfill UIU requirements wherever possible:			
Option 1 - Select 1			
CSC 110 Intro to Computers	3	MIS 101 Intro to Computer Applications	3
GRD 301 Intro to Desktop Publishing	3	General Elective	(3)
BCA 212 Intro to Computer Applications (sic)	3	*MIS 101 Intro to Computer Applications	(3)
Option 2 - Select 1			
ENG 105 Composition I	3	ENG 101 Basic Composition	3
COM 703 Communication Skills	3	General Elective	(3)
Option 3 – Select 1			
ACC 131 Principles of Accounting I	4	BA 201 Accounting Principles I (Core)	4
ACC 111 Intro to Accounting	3	General Elective	(3)
Option 4 – Select 1			
SPC 101 Fundamentals of Oral Communication	3	COMM 105 Public Speaking	3
SPC 126 Interpersonal and Sm Gp Comm	3	COMM 100 Interpersonal Communication	(3)
Option 5 – Select 1			
MGT 145 Human Relations in Business	3	General Elective	3
PSY 111 Intro to Psychology	3	General Psychology (General Elective)	(3)
Option 6 – Select 1			
BUS 112 Business Math	3	General Elective	(3)
MAT 141 Finite Mathematics	4	MATH 105 College Mathematics	4
Option 7 – Select 3			

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MGT 248 Systems & Information Management	3	General Elective	(3)
BUS 102 Intro to Business	3	General Elective	(3)
BUS 135 Managing Entrepreneurial Venture	3	BA 370 Entrepr and Sm Bus Mgt (Maj)	3
BUS 150 E-Commerce on the Web	3	General Elective	(3)
MKT 160 Principles of Retailing	3	BA 355 Retailing (General Elective)	(3)
BUS 185 Business Law I	3	BA 302 Business Law I (Core)	3
ECN 120 Principles of Macroeconomics	3	BA 211 Macroeconomic Princ (Gen Ed)	3
ACC 132 Principles of Accounting II	4	BA 202 Accounting Principles II (Maj)	(4)
Total Option Courses	27-30	Course Matches (if recommended courses are chosen)	35
		General Electives.	33
Total Credits Required for AAS Mkt Degree	66-9	Total Guaranteed Transfer	68-9
		(120 semester hours are required for BS degree.)	

Notes:

**Course under evaluation.*

A minimum of 120 semester credits is required for the BS Degree. Of those credits, a minimum of 36 credits must be upper division credits. Of these, at least 18 must be in the major.

Up to 78 lower division and an additional 12 upper division semester credits from accredited institutions may be applied toward the minimum 120 semester credits required for the BS degree at Upper Iowa University.

A minimum of 30 semester credits total and six credits in the major must be completed at Upper Iowa University.

A minimum 2.00 GPA, both in the major and cumulatively, is required at the time of graduation.

Please refer to Upper Iowa University's Extended University Catalog at <http://www.uiu.edu/catalogs/eu/index.html> for complete details.