

## Program Transfer Guide

### DMACC Associate in Applied Science (A.A.S.) in Management

→ UIU Bachelor of Science (B.S.) in  
Business Administration

MAY 2014



DMACC Course			Transfers as UIU Course			
Course Num	Course Name	# Cr	Course Num	Course Name	# Cr	Requirement Fulfilled
<b>Semester 1</b>						
MGT 130	Principles of Supervision	3	BA 362 <sup>A</sup>	Supervision	3	General elective
MGT 147	Leadership Development	3	BA 365 <sup>A</sup>	Leadership Theory	3	General elective
<b>BCA 212</b> or CSC 110 or GRD 301	<b>Intro Computer Bsns Applications</b> Intro to Computers Intro to Desktop Publishing	3	MIS 101 MIS 101 ---	Intro Computer Applications Intro Computer Applications ---	3	Gen Ed Cptr Skills Gen Ed Cptr Skills General elective
MGT 145 or <b>PSY 111</b>	Human Relations in Business <b>Intro to Psychology</b>	3	--- PSY 190	--- General Psychology	3	General elective Gen Ed Social Sciences
BUS 112 or <b>MAT 141</b>	Business Math <b>Finite Math</b>	3 4	--- MATH 105	--- Coll Algebra w/ Applications	3 4	--- Gen Ed Mathematics
<b>Semester 2</b>						
MGT 101	Principles of Management	3	BA 210	Management Principles	3	Bsns Core
MGT 170	Human Resource Management	3	BA 361 <sup>A</sup>	Human Resources Mgmt	3	Major
MGT 194	Relationship Strategies in Business	2	---	---	2	General elective
MKT 140	Selling	3	BA 337 <sup>A</sup>	Personal Selling	3	General elective
COM 703 or <b>ENG 105</b>	Communication Skills <b>Composition I</b>	3	COMM 206 ENG 105	Comm in the Workplace Basic Composition	3	General elective Gen Ed Written Comm
ADM 221	Career Development Skills	2	---	---	2	General elective
<b>Semester 3</b>						
MGT 800	Business Internship I	4	---	---	4	General elective
MGT 802	Business Internship Seminar I	2	---	---	2	General elective
<b>Semester 4</b>						
MGT 128	Organizational Behavior	3	---	---	3	General elective
MKT 110	Principles of Marketing	3	BA 208	Marketing Principles	3	Bsns Core
ACC 111 or ACC 131	Intro to Accounting Principles of Accounting I	3 4	--- BA 201	--- Accounting Principles I	3 4	General elective Bsns Core
<b>SPC 101</b> or SPC 126	<b>Fund's of Oral Communication</b> Interpersonal & Sml Group Comm	3	COMM 105 COMM 200	Public Speaking Interpersonal Communication	3	Gen Ed Oral Comm General elective
<b>Semester 5</b>						
MGT 164	Total Quality Management	3	---	---	3	General elective
MKT 145	Sales Management	3	BA 315 <sup>A</sup>	Sales Management	3	Major
<i>3 of:</i> <b>ACC 132</b>	<b>Principles of Accounting II</b>	4	BA 202	Accounting Principles II	4	Bsns Core
BUS 102	Intro to Business	3	---	---	3	General elective
BUS 148	Small Business Management	3	---	---	3	General elective
BUS 150	E-Commerce on the Web	3	---	---	3	General elective
BUS 185	Business Law I	3	BA 302 <sup>A</sup>	Business Law I	3	Bsns Core
BUS 278	Employment Law	3	---	---	3	General elective
<b>ECN 120</b>	<b>Macroeconomic Principles</b>	3	BA 161	Macroeconomic Principles	3	Bsns Core
<b>MGT 248</b>	<b>Systems &amp; Information Mgmt</b>	3	BA 222	Management Information Sys	3	Bsns Core
MKT 160	Principles of Retailing	3	BA 355 <sup>A</sup>	Retailing	3	General elective

\* **Bolded** courses are UIU recommendations.

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A Lower division transfer work does not contribute to the upper division credit requirements at UIU.

UIU course		# Cr	Requirement Fulfilled	Transfer
	<i>any Gen Ed in Arts/Humanities</i>	3	Gen Ed Arts/Humanities	-
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ENG 101	Basic Composition	(3)	Gen Ed Comm/Written	(ENG 105)
ENG 102	English Composition II	3	Gen Ed Comm/Written	-
COMM 105	Public Speaking	(3)	Gen Ed Communication/Oral	(SPC 101)
MIS 101	Intro to Computer Applications	(3)	Gen Ed Computer Skills	(BCA212/CSC 110)
MATH 105	College Algebra w/ Applications	(3)	Gen Ed Mathematics	(MAT 141)
	<i>any Gen Ed in Natural Science</i>	3	Gen Ed Natural Science	-
	<i>any Gen Ed in Natural Science</i>	3	Gen Ed Natural Science	-
	<i>any Gen Ed in Social Science</i>	(3)	Gen Ed Social Science	(PSY 111)
	<i>any Gen Ed in Social Science</i>	3	Gen Ed Social Science	-
	<i>any Gen Ed in Cultures</i>	3	Gen Ed Cultures	-
ID 301	Critical Thinking	3	Gen Ed Critical Thinking	-

BA 160	Microeconomic Principles	3	Business Core	-
BA 161	Macroeconomic Principles	(3)	Business Core	(ECN 120)
BA 302	Business Law I	(3)	Business Core	(BUS 185)
BA 201	Accounting Principles I	(3)	Business Core	(ACC 131)
BA 202	Accounting Principles II	(3)	Business Core	(ACC 132)
BA 208	Marketing Principles	-	Business Core	MKT 110
BA 210	Management Principles	-	Business Core	MGT 101
BA 222	Management Information Systems	(3)	Business Core	(MGT 248)
BA 341	Corporate Financial Management	3	Business Core	-
BA 356	Quantitative Decisions in Business	3	Business Core	-
BA 225 or PHIL 202	Business Ethics Contemporary Ethics	3	Business Core	-
MATH 220	Elementary Statistics	3	Business Core	-

BA 361	Human Resources Management	-	Major	MGT 170
BA 423	Production and Operations Management	3	Major	-
BA 454	Management Cases	3	Major	-
ID 498	Senior Project	3	Major	-
1 of the following: BA 310 <i>Money and Banking</i> BA 343 <i>Investments</i> BA 421 <i>Managerial Cost Accounting</i>		3	Major	-
1 of the following: BA 315 <i>Sales Management</i> BA 358 <i>Consumer Behavior</i> BA 363 <i>Advertising &amp; Integrated Marketing Communications</i>		-	Major	MKT 145
1 of the following: BA 317 <i>International Management</i> BA 424 <i>Global Marketing</i> BA 463 <i>International Finance</i> BA 488 <i>Economics of International Business</i>		3	Major	-

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~~ NOTES ~~

Courses in () above may have been completed at DMACC.

In addition to those specified above, student needs **9-12** additional upper division credits to complete a baccalaureate degree at UIU; **3** of those must be in the major. This may be accomplished in the remaining general education coursework or with additional electives.

Every effort has been made to ensure the accuracy and completeness of this program articulation.

The office of the Registrar of Upper Iowa University reserves the right to make corrections, additions, and deletions as necessary.