



**TRANSFER GUIDE - ASSOCIATE DEGREE PROGRAMS**

**NTC 2019-2020 Program: BUSINESS MANAGEMENT**

**UIU 2019-2020 Program: BUSINESS ADMINISTRATION**

**Minimum GPA for admission:**

**Initial effective date:**

**General Education Courses**

NTC			Upper Iowa University		
Course No.	Course Title	Credits	Course No.	Course Title/Field -- (Fulfills Requirement)	Credits
10-801-195	Written Communication <u>QR</u>	3	ENG 101	English Composition I -- (Gen Ed)	3
10-801-136	English Composition 1				
10-801-196	Oral/Interpersonal Communications	3	COMM 200	Interpersonal Communication -- (Gen Ed)	3
10-804-123	Math with Business Apps <u>QR</u>	3	---	(Elective)	3
10-804-107	College Mathematics				
10-809-172	Intro to Diversity <u>QR</u>	3	SOC 240	Diversity in the United States -- (Elective)	3
<b>10-809-196</b>	<b>Intro to Sociology</b>		<b>SOC 110</b>	<b>Principles of Sociology -- (Gen Ed)</b>	
10-809-166	Intro to Ethics: Theory & Apps	3	PHIL 202	Contemporary Ethics -- (Gen Ed)	3
10-809-195	Economics	3	ECON 160	Principles of Microeconomics -- (Gen Ed & Busn. Core)	3
10-809-199	Psychology of Human Relations <u>QR</u>	3	---	(Elective)	3
<b>10-809-198</b>	<b>Intro to Psychology</b>		<b>PSY 190</b>	<b>General Psychology -- (Gen Ed)</b>	
<b>Total general education credits earned:</b>		<b>21</b>	<b>Total general education credits accepted:</b>		<b>21</b>
Total transferable general education credits:		21	Total general education credits accepted:		21

Note: **bolded** courses are recommended by UIU.

**Occupational Courses**

Course No.	Course Title	Credits	Course No.	Course Title -- (Fulfills Requirement)	Credits
10-102-124	Introduction to Business	3	---	(Elective)	3
10-103-241	PowerPoint 2016 Level 1	1	---	(Elective)	1
10-103-242	Excel 2016 Level 1	1	---	(Elective)	1
10-103-243	Word 2016 Level 1	1	---	(Elective)	1
10-196-189	Team Building & Problem Solving	3	---	(Elective)	3
10-104-172	Marketing Principles	3	MKT 208	Marketing Principles -- (Busn. Core)	3
10-196-169	Leading Change and Diversity	3	---	(Meets Gen Ed Culture Requirement)	3
10-196-190	Leading Strategically	3	BA 365	Leadership Theory -- (Elective)	3
10-101-111	Accounting 1	4	ACCT 201	Accounting Principles I -- (Busn. Core)	4
10-196-114	LEAN Organizations	3	---	(Elective)	3
10-196-193	Managing Human resources & Employee Relation	3	BA 361	Human Resource Management -- (Major)	3
10-101-113	Accounting 2	4	ACCT 202	Accounting Principles II -- (Busn. Core)	4
10-102-200	The Branch Skills Accelerator <u>QR</u>	3	---	(Elective)	3
10-102-127	Mentored Business Experience				
10-102-160	Business Law 1	3	BA 302	Business Law and Ethics -- (Busn. Core)	3
10-196-188	Project Management	3	---	(Elective)	3
<b>Total occupational course credits earned:</b>		<b>41</b>	<b>Total occupational course credits accepted:</b>		<b>41</b>
<b>Total credits required for graduation:</b>		<b>62</b>	<b>Total credits accepted at UIU:</b>		<b>62</b>
<b>Total transferable credits:</b>		<b>62</b>	<b>Total credits accepted at UIU:</b>		<b>62</b>

**Disclaimer:** Students planning to transfer should contact NTC's Transfer Specialist and transfer personnel at UIU for the most current transfer information.

A minimum of 120 semester credits is required for a Bachelor of Science degree at Upper Iowa University. A minimum of 30 credits must be upper-division credits; lower-division transfer work from NTC does not contribute to the upper-division credit requirement at UIU.

Transfer grades lower than C- are not accepted by UIU.

\* Course could be completed at NTC.

# Additional upper-division electives required for the following emphasis:  
 - **Agricultural Management:** 3 upper-division credits required  
 - **Health Services Administration:** 6 upper-division credits required

**Courses needed to complete degree at UIU:**

Course No.	Course Title	Credits
<b>General Education Studies</b>		
	Any Gen Ed in Arts/Humanities (PHIL 202)	3
	Any Gen Ed in Arts/Humanities	3
ENG 101	English Composition I (Gen Ed Comm./Wrtn)	3
ENG 102	English Composition II (Gen Ed Comm./Wrtn)	3
COMM 200*	Interpersonal Comm. (Gen Ed Comm./Oral)	3
CS 102*	Intro Computer Applications & Technology (Gen Ed Comp. Skills)	3
MATH 105 or higher	College Algebra w/Applications (Gen Ed Mathematics)	3
	Any Gen Ed in Natural Science	3
	Any Gen Ed in Natural Science	3
	Any Gen Ed in Social Science (PSY 190)	3
	Any Gen Ed in Social Science (SOC 110)	3
	Any Gen Ed in Cultures (10-196-169)	3
<b>Business Core</b>		
ECON 160*	Principles of Microeconomics	3
ECON 161	Principles of Macroeconomics	3
ACCT 201*	Accounting Principles I	3
ACCT 202*	Accounting Principles II	3
MKT 208*	Marketing Principles	3
BA 210	Management Principles	3

More on next page.



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UIU 2019-2020 Program: **BUSINESS ADMINISTRATION**

Minimum GPA for admission:

Initial effective date:

\* Course could be completed at NTC.

# Additional upper-division electives required for the following emphases:  
 - **Agricultural Management:** 3 upper-division credits required  
 - **Health Services Administration:** 6 upper-division credits required

**Courses needed to complete degree at UIU: (continued)**

Course No.	Course Title	Credits
<b>Business Core (continued)</b>		
BA 222	Management Information Systems	3
BA 302*	Business Law and Ethics	3
FIN 341	Corporate Financial Management	3
BA 256 OR MATH 220*	Quantitative Analysis for Business I Elementary Statistics	3
BA 356	Quantitative Analysis for Business II	3
BA 374	Business Communication	3
BA 460	Strategic Management	3
<b>Major</b>		
BA 325	New Venture Creation	3
BA 361	Human Resource Management	3
BA 423	Production and Operations Management	3
<b>Emphasis (must complete one listed below)#</b>		15
Total additional credits needed at UIU to complete degree:		63
<b>Total Credits Earned:</b>		<b>125</b>

Select an Emphasis																									
<p><b>AGRICULTURAL MANAGEMENT</b> Complete the following five courses</p> <table border="1"> <tr><td>BA 352</td><td>Risk Management</td></tr> <tr><td>ACCT 422</td><td>Cost Accounting</td></tr> <tr><td>FIN 444</td><td>New Venture Finance</td></tr> <tr><td>ECON 212</td><td>Agricultural Economics</td></tr> <tr><td>ECON 488</td><td>International Trade</td></tr> </table>	BA 352	Risk Management	ACCT 422	Cost Accounting	FIN 444	New Venture Finance	ECON 212	Agricultural Economics	ECON 488	International Trade	<p><b>GLOBAL</b> Choose five of the following; two must be at the 400-level</p> <table border="1"> <tr><td>FIN 310/ ECON 310</td><td>Money and Capital Markets</td></tr> <tr><td>BA 317</td><td>International Management</td></tr> <tr><td>BA 365</td><td>Leadership Theory</td></tr> <tr><td>BA 403</td><td>Internship</td></tr> <tr><td>BA 411</td><td>Labor Relations and Negotiation</td></tr> <tr><td>MKT 424</td><td>Global Marketing</td></tr> <tr><td>ECON 488</td><td>International Trade</td></tr> </table>	FIN 310/ ECON 310	Money and Capital Markets	BA 317	International Management	BA 365	Leadership Theory	BA 403	Internship	BA 411	Labor Relations and Negotiation	MKT 424	Global Marketing	ECON 488	International Trade
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<p><b>ENTREPRENEURSHIP</b> Choose five of the following; two must be at the 400-level</p> <table border="1"> <tr><td>BA 334</td><td>Social Entrepreneurship</td></tr> <tr><td>MKT 337</td><td>Personal Selling</td></tr> <tr><td>BA 370</td><td>Entrepreneurship &amp; Small Business Management</td></tr> <tr><td>BA 403</td><td>Internship</td></tr> <tr><td>BA 411</td><td>Labor Relations and Negotiation</td></tr> <tr><td>MKT 414</td><td>New Product Development</td></tr> <tr><td>FIN 444</td><td>New Venture Finance</td></tr> </table>	BA 334	Social Entrepreneurship	MKT 337	Personal Selling	BA 370	Entrepreneurship & Small Business Management	BA 403	Internship	BA 411	Labor Relations and Negotiation	MKT 414	New Product Development	FIN 444	New Venture Finance	<p><b>HEALTH SERVICES ADMINISTRATION</b> Complete the following five courses</p> <table border="1"> <tr><td>HSA 205</td><td>Introduction to the American Health System</td></tr> <tr><td>HSA 241</td><td>Healthcare Informatics</td></tr> <tr><td>HSA 440</td><td>Health Services Administration</td></tr> <tr><td>HSA 460</td><td>Health Services Policy and Regulation</td></tr> <tr><td>HSA 490</td><td>Health Program Planning and Evaluation</td></tr> </table>	HSA 205	Introduction to the American Health System	HSA 241	Healthcare Informatics	HSA 440	Health Services Administration	HSA 460	Health Services Policy and Regulation	HSA 490	Health Program Planning and Evaluation
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<p><b>FINANCE</b> Choose five of the following; two must be at the 400-level</p> <table border="1"> <tr><td>FIN/ECON 310</td><td>Money and Capital Markets</td></tr> <tr><td>FIN 343</td><td>Investments</td></tr> <tr><td>BA 352</td><td>Risk Management</td></tr> <tr><td>BA 403</td><td>Internship OR</td></tr> <tr><td>FIN 444</td><td>New Venture Finance</td></tr> <tr><td>ECON 493</td><td>Managerial Economics</td></tr> </table>	FIN/ECON 310	Money and Capital Markets	FIN 343	Investments	BA 352	Risk Management	BA 403	Internship OR	FIN 444	New Venture Finance	ECON 493	Managerial Economics	<p><b>HUMAN RESOURCE MANAGEMENT</b> Choose five of the following; two must be at the 400-level</p> <table border="1"> <tr><td>BA 371</td><td>Training and Development</td></tr> <tr><td>BA 383</td><td>Compensation and Benefits Management</td></tr> <tr><td>BA 393</td><td>Personnel Selection and Evaluation</td></tr> <tr><td>BA 403</td><td>Internship</td></tr> <tr><td>BA 411</td><td>Labor Relations and Negotiation</td></tr> <tr><td>BA 474</td><td>Organizational Behavior</td></tr> </table>	BA 371	Training and Development	BA 383	Compensation and Benefits Management	BA 393	Personnel Selection and Evaluation	BA 403	Internship	BA 411	Labor Relations and Negotiation	BA 474	Organizational Behavior
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<p><b>GENERAL BUSINESS</b> With academic advisor, choose five 300-400 level business courses; at least two at the 400-level.</p>	<p><b>MARKETING</b> Choose five of the following; two must be at the 400-level</p> <table border="1"> <tr><td>MKT 337</td><td>Personal Selling</td></tr> <tr><td>MKT 358</td><td>Consumer Behavior</td></tr> <tr><td>MKT 363</td><td>Advertising &amp; Integrated Marketing Communication</td></tr> <tr><td>MKT 403</td><td>Internship</td></tr> <tr><td>MKT 414</td><td>New Product Development</td></tr> <tr><td>MKT 424</td><td>Global Marketing</td></tr> </table>	MKT 337	Personal Selling	MKT 358	Consumer Behavior	MKT 363	Advertising & Integrated Marketing Communication	MKT 403	Internship	MKT 414	New Product Development	MKT 424	Global Marketing												
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