

# Upper Iowa University & Bucks County Community College

## PROGRAM TO PROGRAM ARTICULATION

Bucks County Community College		Upper Iowa University	
Associate Degree No. 2015 Management/Marketing		Bachelor of Science Degree Management or Marketing	
BCCC Curriculum	Credits	UIU Transfer Course	Transfer Totals
<b>First Semester</b>			
ACCT 105 Principles of Accounting I	4	BA 201 Acctg. Prin. I.	4
CISC 110 Intro. to Information Systems	3	Gen. Ed. Computer Sci.	3
MGMT 100 Intro to Business	3	General Elective	3
OADM 110 Business Communication	3	General Elective	3
*Cultural Perspectives - HUMN 111 recommended	3	Gen. Ed. Humanities	3
<b>Total BCCC Credits</b>	<b>16</b>	<b>Course Match Transfer</b>	<b>10</b>
		General Elective Transfer	6*
<b>Second Semester</b>			
*Accounting Elective: ACCT 106 Prin. of Accounting II is recommended	4	BA 202 Acctg. Prin. II	4
MKTG 100 Principles of Marketing	3	BA 208 Marketing Prin.	3
*Business Elective: MGMT 230 Prin. of Management is recommended	3	BA 210 Management Prin.	3
COMP 110 English Composition I	3	ENG 101 Basic Comp.	3
MATH 117 Quantitative Methods I	3	General Education Math	3
<b>Total BCCC Credits</b>	<b>16</b>	<b>Course Match Transfer</b>	<b>16</b>
		General Elective Transfer	0*
<b>Third Semester</b>			
PSYC 125 Stress Management	3	General Elective	3
COMG 110 Effective Speaking	3	COMM 105 Public Speaking	3
MKTG 200 Advertising	3	BA 363 Advertising	3
*Business Elective: MGMT 250 Human Resource Mgt. Is recommended	3	BA 361 Human Res. Mgt.	3
*Business Elective: ACCT 230 Financial Mgt. Is recommended	3	BA 341 Corporate Fin. Mgt.	3
<b>Total BCCC Credits</b>	<b>15</b>	<b>Course Match Transfer</b>	<b>12</b>
		General Elective Transfer	3*
<b>Fourth Semester</b>			
MGMT 130 Business Law	3	BA 302 Business Law I	3
*Business Elective: MKTG 135 Retail Mgmt. is recommended	3	BA 355 Retailing	3
*Business Elective: MGMT 140 Supervision is recommended	3	BA 362 Supervision	3
*Business Elective: MGMT 110 Small Bus. Mgt. is recommended	3	BA 370 Ent. & Small Business Management	3
Integration of Knowledge	3	General Elective	3
<b>Total BCCC Credits</b>	<b>15</b>	<b>Total Guaranteed Transfer</b>	<b>15</b>
		General Elective Transfer	0*
		<b>Course Match Total</b>	<b>53</b>
		General Elective Total Max.	9
<b>Total BCCC Program Credits</b>	<b>62</b>	<b>Total Guaranteed Transfer</b>	<b>62</b>
Junior Status awarded after Associate degree is completed at BCCC.		(120 semester hours are required for BS degree.)	

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\*Recommended Electives: It is recommended that for each of the semesters with elective options at BCCC the student take the courses listed in red on the above program-to-program articulation for optimum transfer to UIU.

(Elective courses are marked \*\*.)

## Courses Still Needed at UIU for BS - Marketing (in shaded boxes)

Upper Iowa University			Bucks County Community College	
<b>General Education Courses Required: 39 Credits</b>				
ENG 101	Basic Composition	3	COMP 100	English Composition I
ENG 102	English Composition II	3		
	Speech	3	COMG 110	Effective Speaking
	Biological/Physical Science	3		
	Biological/Physical Science	3		
MATH 105	College Algebra or Higher	3	MATH 117	Quantitative Methods I
	Computer Skills	3	CISC 110	Intro to Information Systems
	Fine Arts/Lit/Lang/Phil/Rel	3	HUMN 111 **	Humanities Course
	Fine Arts/Lit/Lang/Phil/Rel	3		
BA 211	BA 211 Macroeconomics	3		
BA 212	BA 212 Microeconomics	3		
	A Cultures Focused Course	3		
ID 301	Critical Thinking	3		Not available for transfer
<b>Total General Education Courses:</b>		<b>39</b>	<b>24 Credits Still Needed at UIU</b>	
<b>Business Core Courses Required:</b>				
BA 201	Accounting Principles I	3	ACCT 105	Principles of Accounting I
BA 202	Accounting Principles II	3	ACCT 106 **	Principles of Accounting II
BA 208	Marketing Principles	3	MKTG 100	Principles of Marketing
BA 210	Management Principles	3	MGMT 230 **	Principles of Management
BA 222	Mgmt. Information Systems	3		
BA 225	Business Ethics	3		
BA 302	Business Law I	3	MGMT 130	Business Law
BA 303	Business Law II	3		
BA 341	Corporate Financial Mgmt.	3	ACCT 230 **	Financial Management
BA 356	Quant Decisions in Business	3		
BA 361	Human Resources Mgt.	3	MGMT 250 **	Human Resource Management
BA 488	Economics of Int'l Business	3		
MATH 220	Elementary Statistics	3		
<b>Total Business Core Courses:</b>		<b>39</b>	<b>18 Credits Needed at UIU</b>	
<b>Marketing Major Courses Required: (21)</b>				
BA 358	Consumer Behavior	3		
BA 363	Advertising	3	MKTG 200	Advertising
BA 424	International Marketing	3		
BA 451	Marketing Research	3		
BA 456	Marketing Cases	3		
ID 498	Senior Project	3		
BA 315 BA 355 BA 380 BA 459	<i>Select ONE of the following:</i> Sales Management Retailing Marketing Management Cont. Topics in Marketing	3	MKTG 135	Retail Management
<b>Total Needed for Marketing Major:</b>		<b>21</b>	<b>15 Credits Needed at UIU</b>	
<b>Management Major Courses Required:</b>				
BA 370	Ent. & Small Bus. Mgmt	3	MGMT 110	Small Business Management
BA 411	Labor Relations	3		
BA 423	Production & Ops. Mgmt.	3		
BA 454	Management Cases	3		
BA 474	Organizational Behavior	3		
ID 498	Senior Project	3		

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BA 362 BA 365 BA 374 BA/SOC 390	<i>Select ONE of the following</i> Supervision Leadership Theory Business Communications Complex Organizations	3	MGMT 140	Supervision
<b>Total Needed for Management Major</b>		<b>(21)</b>	<b>(15 Credits Needed at UIU)</b>	
<b>General Elective Courses Required:</b>				
General Elective Transferred		3	OADM 110	Business Communication
General Elective Transferred		3	MGMT 100	Intro. to Business
General Elective Transferred		3	PSYC 125	Stress Management
General Elective Transferred		3	INTG 285	Integration of Knowledge Course
<b>Total General Electives Required</b>		<b>21</b>	<b>1 General Elective Credit needed at UIU</b>	
<b>BS Degree Total Credits</b>		<b>120</b>	<b>58 Credits needed at UIU</b>	