

**Program Transfer Guide**

**Black Hawk College Associate in Applied Science (AAS) in  
BUSINESS  
→ UIU Bachelor of Science (BS) in  
BUSINESS ADMINISTRATION – General Business Emphasis  
OCTOBER 2023**



**Years 1 & 2 at Black Hawk College:**

| BHC Program Course Sequence     |   |      | Course Transfers into UIU as    |   |      |                                     |
|---------------------------------|---|------|---------------------------------|---|------|-------------------------------------|
| Course ID                       | Course Name   | # Cr | Course ID                       | Course Name   | # Cr | Requirement Fulfilled               |
| <b>Semester 1</b>               |   |      |                                 |   |      |                                     |
| ACCT170                         | Accounting Basics – Career I  | 3    | ACCT 201                        | Accounting Principles I   | 3    | Business Core                       |
| ACCT171                         | Accounting Basics I – Lab   | 1    | ----                            | ----  | 1    | Free Elective                       |
| BUSN110                         | Intro to Business   | 3    | ----                            | ----  | 3    | Free Elective                       |
| BUSN116                         | Business Relations  | 3    | ----                            | ----  | 3    | Free Elective                       |
| BUSN160                         | Business Math I   | 3    | ----                            | ----  | 3    | Free Elective                       |
| CS100                           | Introduction to Computers   | 3    | IS102                           | Intro to Computer Apps & Technology                             | 3    | Gen Ed Comp. Skills                 |
| <b>Semester 2</b>               |   |      |                                 |   |      |                                     |
| ACCT180                         | Accounting Basics – Career II   | 3    | ACCT 202                        | Accounting Principles II  | 3    | Business Core                       |
| ACCT181                         | Accounting Basics II – Lab  | 1    | ----                            | ----  | 1    | Free Elective                       |
| BUSN195                         | Personal Finance  | 3    | FIN288                          | Personal Financial Mgmt   | 3    | Free Elective                       |
| BUSN220                         | Business Math II  | 3    | ----                            | ----  | 3    | Free Elective                       |
| BUSN242<br>OR<br><b>BUSN250</b> | Principles of Supervision<br>OR<br><b>Human Resource Mgmt</b>             | 3    | BA362<br>OR<br><b>BA361</b>     | Supervision<br>OR<br><b>Human Resource Mgmt</b>                 | 3    | Free Elective<br>OR<br><b>Major</b> |
| BUSN245                         | Business Entrepreneurship   | 3    | ----                            | ----  | 3    | Free Elective                       |
| <b>Semester 3</b>               |   |      |                                 |   |      |                                     |
| BL201<br>OR<br>BL202            | Business Law I<br>OR<br>Business Law II                                   | 3    | ----                            | ----  | 3    | Free Elective                       |
| BUSN230                         | Principles of Marketing   | 3    | MKT208                          | Marketing Principles  | 3    | Business Core                       |
| ECON221<br>OR<br><b>ECON222</b> | Principles of Macroeconomics<br>OR<br><b>Principles of Microeconomics</b> | 3    | ECON161<br>OR<br><b>ECON160</b> | Princ of Macroeconomics<br>OR<br><b>Princ of Microeconomics</b> | 3    | Business Core & Gen Ed Soc. Sci.    |
| BUSN240                         | Principles of Management  | 3    | BA210                           | Management Principles   | 3    | Business Core                       |
| XXX-XXX                         | BUSN, ACCT, BE, BL or SPEC Elective                                       | 3    | ----                            | ----  | 3    | Free Elective                       |
| <b>Semester 4</b>               |   |      |                                 |   |      |                                     |
| BUSN266                         | Business Policy & Ethics  | 3    | BA 225                          | Business Ethics   | 3    | Free Elective                       |
| BUSN238                         | Salesmanship  | 3    | MKT337                          | Personal Selling  | 3    | Free Elective                       |
| BUSN247                         | Business Internship   | 3    | ----                            | ----  | 3    | Free Elective                       |
| BUSN249                         | Business Seminar  | 1    | ----                            | ----  | 1    | Free Elective                       |
| BE180                           | Business Communications   | 3    | BA374                           | Business Communications   | 3    | Business Core                       |

|   |    |
|---|----|
| Total occupational course credits earned: | 60 |
| Total credits required for graduation:    | 60 |
| Total transferable credits#:              | 60 |

Total course credits accepted: 60

UIU recommendations are **bolded**.

**Years 3 & 4 at Upper Iowa University:**

| UIU Program Course List   |   | # Cr         | Requirement Fulfilled                           | Transferred In   |
|---|---|--------------|---|------------------|
| <b>General Education Courses</b>  |   |              |   |                  |
|   | any Gen Ed in Arts/Humanities                                 | 3            | Gen Ed Arts/Humanities                          | ---              |
|   | any Gen Ed in Arts/Humanities                                 | 3            | Gen Ed Arts/Humanities                          | ---              |
| ENG 101   | English Composition I   | 3            | Gen Ed Comm./Wrtn                               | ---              |
| ENG 102   | English Composition II  | 3            | Gen Ed Comm./Wrtn                               | ---              |
| COMM 105<br>OR<br>COMM 200  | Public Speaking<br>Interpersonal Communication                | 3            | Gen Ed Comm./Oral                               | OR<br>---        |
| IS 102  | Intro Computer Applications & Technology                      | <del>3</del> | Gen Ed Computer Skills                          | CS100            |
|   | any Gen Ed in Natural Science                                 | 3            | Gen Ed Natural Science                          | ---              |
|   | any Gen Ed in Natural Science                                 | 3            | Gen Ed Natural Science                          | ---              |
|   | any Gen Ed in Social Science                                  | <del>3</del> | Gen Ed Social Science                           | ECON 160         |
|   | any Gen Ed in Social Science                                  | <del>3</del> | Gen Ed Social Science                           | ECON 161         |
|   | any Gen Ed in Cultures  | 3            | Gen Ed Cultures                                 | ---              |
| <b>Prerequisites</b>  |   |              |   |                  |
| MATH 105<br>OR<br>MATH 107  | College Mathematics w/ Applications<br>College Algebra        | 3            | Gen Ed Math & Prereq.<br>for BA 256 or MATH 220 | ---<br>OR<br>--- |
| <b>Business Core Courses</b>  |   |              |   |                  |
| ECON 160  | Principles of Microeconomics                                  | <del>3</del> | Business Core                                   | ECON 222         |
| ECON 161  | Principles of Macroeconomics                                  | 3            | Business Core                                   | ---              |
| ACCT 201  | Accounting Principles I                                       | <del>3</del> | Business Core                                   | ACCT170          |
| ACCT 202  | Accounting Principles II                                      | <del>3</del> | Business Core                                   | ACCT180          |
| MKT 208   | Marketing Principles  | <del>3</del> | Business Core                                   | BUSN230          |
| BA 210  | Management Principles   | <del>3</del> | Business Core                                   | BUSN240          |
| BA 222  | Management Information Systems                                | 3            | Business Core                                   | ---              |
| BA 302  | Business Law and Ethics                                       | 3            | Business Core                                   | ---              |
| FIN 341   | Corporate Financial Management                                | 3            | Business Core                                   | ---              |
| BA 256<br>OR<br>MATH 220  | Quantitative Analysis for Business I<br>Elementary Statistics | 3            | Business Core                                   | ---              |
| BA 356  | Quantitative Analysis for Business II                         | 3            | Business Core                                   | ---              |
| BA 374  | Business Communication  | <del>3</del> | Business Core                                   | BE180            |
| BA 460  | Strategic Management  | 3            | Business Core                                   | ---              |
| <b>Major Courses</b>  |   |              |   |                  |
| BA 325  | New Venture Creation  | 3            | Major   | ---              |
| BA 361  | Human Resource Management                                     | <del>3</del> | Major   | BUSN250          |
| BA 423  | Production & Operations Management                            | 3            | Major   | ---              |
| With academic advisor, choose five 300-400 level Business courses, at least two at the 400 level. |   | 15           | Emphasis  | ---              |
| Total additional credits needed at UIU to complete degree:  |   | <b>69</b>    |   |                  |
| Total transferable credits from BHC:  |   | 60           |   |                  |
| <b>Total Earned Credits:</b>  |   | <b>129</b>   |   |                  |

Courses to be taken at Upper Iowa University

**LEGEND:**

- # Transfer grades lower than a C- will not be accepted.
- **Bolded** text indicates UIU recommendations.
- *Grayed out text* indicates courses fulfilled through transfer. Strikethrough indicates specific course if within grouping.

**~~ NOTES ~~**

A minimum of 120 semester credits is required for a baccalaureate degree; up to 78 lower-division college semester credits from Black Hawk College. A minimum of 30 credits must be upper-division credits for a UIU baccalaureate degree; lower-division transfer work from Black Hawk College does not contribute to the upper-division credit requirement at UIU.

*This program transfer guide is based on the August 2023 course-to-course articulation (UIU 2023-24 catalog & BHC 2023-24 catalog).*

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.

## Maximize Your Transfer to UIU

*Take up to 18 credits to fulfill general education and business core requirements.*

Choose up to 18 additional credits at Black Hawk College to transfer into Upper Iowa University to fulfill general education and business core requirements. View the Additional Elective Transfer Guide list below for course selection and recommendations. Talk with your advisors to ensure additional courses will fit with your degree plan and financial aid requirements.

**Choose up to 18 credits from the following areas:**

- Arts/Humanities General Education Requirement – up to 6 credits
- Communication (Written) General Education Requirement – up to 6 credits
- Communication (Oral) General Education Requirement – up to 3 credits
- Natural Science General Education Requirement – up to 6 credits
- Mathematics General Education Requirement – up to 3 credits
- Cultures General Education Requirement – up to 3 credits
- Business Core Requirements – up to 6 credits