

Program Transfer Guide
Des Moines Area Community College
Associate in Applied Science (AAS) in
MANAGEMENT
→ UIU Bachelor of Science (BS) in
MANAGEMENT
OCTOBER 2023



Years 1 & 2 at Des Moines Area Community College:

DMACC Program Course Sequence			Course Transfers into UIU as			
Course ID	Course Name	# Cr	Course ID	Course Name	# Cr	Requirement Fulfilled
Semester 1						
SDV 108	The College Experience	1	---	---	1	Free Elective
MGT 101	Principles of Management	3	BA 210	Management Principles	3	Business Core
ENG 105	Composition I	3	ENG 101	English Composition I	3	Gen Ed Comm./Wrtn
OR		OR			OR	
ADM 157	Business English	3	---	---	3	Free Elective
MGT 145	Human Relations in Mgmt.	3	---	---	3	Free Elective
OR		OR			OR	
PSY 111	Introduction to Psychology	3	PSY 190	General Psychology	3	Gen Ed Soc. Sci
OR		OR			OR	
SOC 110	Introduction to Sociology	3	SOC 110	Principles of Sociology	3	Gen Ed Soc. Sci
BCA 212	Intro Computer Business Appl	3	IS 102	Intro Computer Appls & Techn.	3	Gen Ed Comp. Skills
OR						
CSC 116	Information Computing					
BUS 102	Introduction to Business	3	---	---	3	Free Elective
OR		OR			OR	
BUS 148	Small Business Management	3	---	---	3	Free Elective
Semester 2						
ADM 221	Career Development Skills	2	---	---	2	Free Elective
MGT 147	Leadership Development	3	BA 365	Leadership Theory	3	Major
MKT 110	Principles of Marketing	3	MKT 208	Marketing Principles	3	Business Core
SPC 101	Fund of Oral Communication	3	COMM 105	Public Speaking	3	Gen Ed Comm./Oral
OR		OR			OR	
SPC 122	Interpersonal Communication	3	COMM 200	Interpersonal Communication	3	Gen Ed Comm./Oral
MAT 157	Statistics (Elective)	3	MATH 220	Elementary Statistics	3	Gen Ed Math & Major
OR		OR			OR	
Math Electives		3-4	---	---	3-4	Gen Ed Math or Free Elective
Semester 3						
MGT 801	Business Internship	3	---	---	3	Free Elective
MGT 802	Bus. Internship Seminar I	2	---	---	2	Free Elective
Semester 4						
MGT 128	Organizational Behavior	3	---	---	3	Free Elective
MGT 170	Human Resource Mgmt	3	BA 361	Human Resources Mgmt	3	Major
BUS 185	Business Law I	3	BA 302	Business Law and Ethics	3	Business Core
ACC 131	Principles of Accounting I	4	ACCT 201	Accounting Principles I	4	Business Core
ECN 130	Principles of Microeconomics	3	ECON 160	Principles of Micro	3	Gen Ed Soc. Sci. & Bus. Core
OR		OR			OR	
ECN 120	Principles of Macroeconomics	3	ECON 161	Principles of Macro	3	Gen Ed Soc. Sci. & Bus. Core
Semester 5						
MKT 140	Selling	3	MKT 337	Personal Selling	3	Free Elective
Management Electives		12	---	---	12	Free Elective
Total occupational course credits earned:		66	Total course credits accepted:		66	
Total transferable credits#:		66				

UIU recommendations are **bolded**.

Years 3 & 4 at Upper Iowa University:

UIU Program Course List		# Cr	Requirement Fulfilled	Transferred In
General Education Courses				
	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 105
ENG 102	English Composition II	3	Gen Ed Comm./Wrtn	---
COMM 105 OR COMM 200	Public Speaking OR Interpersonal Communication	3	Gen Ed Comm./Oral	SPC 101 OR SPC 122
IS 102	Intro Computer Applications & Technology	3	Gen Ed Computer Skills	BCA 212 or CSC 116
	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	3	Gen Ed Social Science	ECON 160 in major
	any Gen Ed in Social Science	3	Gen Ed Social Science	ECON 161 in major
	any Gen Ed in Cultures	3	Gen Ed Cultures	---
Business Core Courses				
ECON 160	Principles of Microeconomics	3	Business Core	ECN 130
ECON 161	Principles of Macroeconomics	3	Business Core	---
ACCT 201	Accounting Principles I	3	Business Core	ACC 131
ACCT 202	Accounting Principles II	3	Business Core	---
MKT 208	Marketing Principles	3	Business Core	MKT 110
BA 210	Management Principles	3	Business Core	MGT 101
BA 222	Management Information Systems	3	Business Core	---
MATH 220	Elementary Statistics	3	Business Core	MAT 156
BA 302	Business Law and Ethics	3	Business Core	BUS 185
FIN 341	Corporate Financial Management	3	Business Core	---
BA 356	Quantitative Analysis for Business II	3	Business Core	---
BA 374	Business Communication	3	Business Core	---
BA 460	Strategic Management	3	Business Core	---
Major Courses				
BA 317	International Management	3	Major	---
BA 361	Human Resources Management	3	Major	MGT 170
BA 403 OR BA 499 OR BA 454	Internship OR Special Project OR Management Cases	3	Major	---
BA 423	Production & Operations Management	3	Major	---
<i>Two of the following:</i>		6	Major	---
BA 362	Supervision	BA 474	Organizational Behavior	
BA 365	Leadership Theory (MGT 147)	BA 367	Cross-Cultural Leadership	
BA 370	Entrepreneurship & Small Business Mgmt	BA 411	Labor Relations & Negotiation	
BA 415	Cross-Cultural Negotiations	ACCT 422	Cost Accounting	
PSY 338	Motivation	BA 445	Contemporary Topics in Management	
Additional Electives				
Upper-Division Electives		6	Degree Requirements	---
Total additional credits needed at UIU to complete degree:		57		
Total transferable credits from DMACC:		66		
Total Earned Credits:		123		

Courses to be taken at Upper Iowa University



~~ NOTES ~~

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.

A minimum of 120 semester credits is required for a baccalaureate degree; up to 78 lower-division college semester credits from Des Moines Area Community College. A minimum of 30 credits must be upper-division credits for a UIU baccalaureate degree; lower-division transfer work from Des Moines Area Community 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 & DMACC 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 12 credits to fulfill general education and business core requirements.

Choose up to 12 additional credits at Des Moines Area Community College to transfer into Upper Iowa University to fulfill general education and business core requirements. Talk with your advisors to ensure additional courses will fit with your degree plan and financial aid requirements.

Choose up to 12 credits from the following areas:

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