

Program Transfer Guide

Hawkeye Community College Associate in Arts (AA) in

BUSINESS LIBERAL ARTS TRANSFER MAJOR

→ UIU Bachelor of Science (BS) in

MARKETING

AUGUST 2020



EDUCATION BUILT FOR LIFE

Years 1 & 2 at Hawkeye Community College:

HCC Program Course Sequence			Course Transfers into UIU as			
Course ID	Course Name	# Cr	Course ID	Course Name	# Cr	Requirement Fulfilled
ACC 131	Principles of Accounting I	4	ACCT 201	Accounting Principles I	4	Business Core
ACC 132	Principles of Accounting II	4	ACCT 202	Accounting Principles II	4	Business Core
BUS 183	Business Law	3	BA 302	Business Law and Ethics	3	Business Core
BUS 210 OR	Business Statistics	3 OR	---	---	3 OR	Free Elective
BUS 230	Quantitative Methods for Business Decision Making	3	---	---	3	Free Elective
CSC 116	Information Computing	3	CS 102	Introduction to Computer Applications & Technology	3	Gen Ed Comp. Skills
ECN 120	Principles of Macroeconomics	3	ECON 161	Principles of Macroeconomics	3	Gen Ed Soc. Sci. & Business Core
ECN 130	Principles of Microeconomics	3	ECON 160	Principles of Microeconomics	3	Gen Ed Soc. Sci. & Business Core
MAT 156	Statistics	3	MATH 220	Elementary Statistics	3	Gen Ed Math & Business Core
HIS 117 OR	Western Civilization I: Ancient and Medieval	3 OR	---	---	3 OR	Gen Ed Soc. Sci.
HIS 118 OR	Western Civilization II: Early Modern	3 OR	---	---	3 OR	Gen Ed Soc. Sci.
HIS 119	Western Civilization III: The Modern Period	3	---	---	3	Gen Ed Soc. Sci.
PSY 111 OR	Introduction to Psychology	3 OR	PSY 190	General Psychology	3 OR	Gen Ed Soc. Sci.
SOC 110	Introduction to Sociology	3	SOC 110	Principles of Sociology	3	Gen Ed Soc. Sci.
COM 148 OR	Diversity and the Media	3 OR	---	---	3 OR	Gen Ed Cultures
LIT 133 OR	Minority Voices in U.S. Lit.	3 OR	---	---	3 OR	Gen Ed Cultures
SOC 200 OR	Minority Group Relations	3 OR	SOC 240	Diversity in United States	3 OR	Gen Ed Cultures
SOC 205	Diversity in America	3	SOC 240	Diversity in United States	3	Gen Ed Cultures
HIS 151 OR	U.S. History to 1877	3 OR	HIST 110	American History to 1877	3 OR	Gen Ed Soc. Sci.
HIS 152 OR	U.S. History Since 1877	3 OR	HIST 111	American History Since 1877	3 OR	Gen Ed Soc. Sci.
POL 111	American National Government	3	PS 100	U.S. Government	3	Gen Ed Soc. Sci.
ENG 105	Composition I	3	ENG 101	English Composition I	3	Gen Ed Comm./Wrtn
ENG 106	Composition II	3	ENG 102	English Composition II	3	Gen Ed Comm./Wrtn
SPC 101	Fundamentals of Oral Communication	3	COMM 105	Public Speaking	3	Gen Ed Comm./Oral

Years 1 & 2 at Hawkeye Community College: <i>(continued)</i>						
HCC Program Course Sequence			Course Transfers into UIU as			
Course ID	Course Name	# Cr	Course ID	Course Name	# Cr	Requirement Fulfilled
SDV 108 <i>OR</i> SDV 109	The College Experience College 101	1 <i>OR</i> 3	---	---	1 <i>OR</i> 3	Free Elective
Social Science Elective		3	---	<i>See Electives Table</i>	3	Gen Ed Soc. Sci.
Humanities Elective <i>(Recommend 1 course from "A")</i>		3	---	<i>See Electives Table</i>	3	Gen Ed Arts/Humn.
Humanities Elective <i>(Recommend 1 course from "B")</i>		3	---	<i>See Electives Table</i>	3	Gen Ed Arts/Humn.
Natural Science Electives		3-4	---	<i>See Electives Table</i>	3-4	Gen Ed Nat. Sci.
Natural Science Electives		4	---	<i>See Electives Table</i>	4	Gen Ed Nat. Sci.
Total occupational course credits earned:		64-67	Total course credits accepted:		64-67	
Total credits required for graduation:		64				
Total transferable credits#:		64-67				

*UIU recommendations are **bolded**.*
Years 3 & 4 at Upper Iowa University:

Courses to be taken at Upper Iowa University	UIU Program Course List		# Cr	Requirement Fulfilled	Transferred In	
	General Education Courses					
		<i>any-Gen-Ed in Arts/Humanities [Humn. Elective]</i>	3	Students who transfer to UIU with a completed Associate of Arts (AA) or Associate of Science (AS) degree in liberal arts from Hawkeye Community College, will be considered to have fulfilled all lower-division Upper Iowa University general education requirements. Prerequisites still required.		
		<i>any-Gen-Ed in Arts/Humanities [Humn. Elective]</i>	3			
	<i>ENG 101</i>	<i>English Composition-I [ENG 105]</i>	3			
	<i>ENG 102</i>	<i>English Composition-II [ENG 106]</i>	3			
	<i>COMM 105</i>	<i>Public Speaking [SPC 101]</i>	3			
	<i>CS-102</i>	<i>Intro-Computer Apps & Technology [CSC 116]</i>	3			
		<i>any-Gen-Ed in Natural Science [Nat. Sci. Elective]</i>	3			
		<i>any-Gen-Ed in Natural Science [Nat. Sci. Elective]</i>	3			
	<i>any-Gen-Ed in Social Science [HIS117 or HIS118 or HIS119]</i>	3				
	<i>any-Gen-Ed in Social Science [PSY 111 or SOC 110]</i>	3				
	<i>any-Gen-Ed in Cultures [COM 148 or LIT 133 or SOC 200 or SOC 205]</i>	3				
Prerequisites						
	<i>MATH 105</i> <i>OR</i> <i>MATH 107</i>	<i>College Mathematics with Applications*</i> <i>College Algebra</i>	3	<i>Gen Ed Math & Prereq. for BA 256 or MATH 220</i>	<i>MAT 156</i>	
Business Core Courses						
	<i>ECON 160</i>	<i>Principles of Microeconomics</i>	3	<i>Business Core</i>	<i>ECN 130</i>	
	<i>ECON 161</i>	<i>Principles of Macroeconomics</i>	3	<i>Business Core</i>	<i>ECN 120</i>	
	<i>ACCT 201</i>	<i>Accounting Principles I</i>	3	<i>Business Core</i>	<i>ACC 131</i>	
	<i>ACCT 202</i>	<i>Accounting Principles II</i>	3	<i>Business Core</i>	<i>ACC 132</i>	
	<i>MKT 208</i>	<i>Marketing Principles</i>	3	<i>Business Core</i>	---	
	<i>BA 210</i>	<i>Management Principles</i>	3	<i>Business Core</i>	---	
	<i>BA 222</i>	<i>Management Information Systems</i>	3	<i>Business Core</i>	---	
	<i>BA 302</i>	<i>Business Law and Ethics</i>	3	<i>Business Core</i>	<i>BUS 183</i>	
	<i>FIN 341</i>	<i>Corporate Financial Management</i>	3	<i>Business Core</i>	---	
	<i>BA 256</i> <i>OR</i> <i>MATH 220</i>	<i>Quantitative Analysis for Business I</i> <i>Elementary Statistics</i>	3	<i>Business Core</i>	<i>MAT 156</i>	
	<i>BA 356</i>	<i>Quantitative Analysis for Business II</i>	3	<i>Business Core</i>	---	
	<i>BA 374</i>	<i>Business Communication</i>	3	<i>Business Core</i>	---	
	<i>BA 460</i>	<i>Strategic Management</i>	3	<i>Business Core</i>	---	

Years 3 & 4 at Upper Iowa University: (continued)

UIU Program Course List		# Cr	Requirement Fulfilled	Transferred In
Major Courses				
MKT 358	Consumer Behavior	3	Major	---
MKT 363	Advertising & Integrated Marketing Communications	3	Major	---
MKT 414	New Product Development	3	Major	---
MKT 424	Global Marketing	3	Major	---
MKT 451	Marketing Research	3	Major	---
MKT 479	Branding	3	Major	---
MKT 489	Social Media Marketing	3	Major	---
<i>2 of the following:</i>		6	Major	---
<i>MKT 315</i>	<i>Sales Management</i>			
<i>MKT 337</i>	<i>Personal Selling</i>		<i>MKT 459</i>	<i>Contemporary Topics in Marketing</i>
<i>MKT 403</i>	<i>Internship</i>			
Additional Electives				
Electives		6-9	Degree Requirements	---
Total additional credits needed at UIU to complete degree:		54-57		
Total transferable credits from HCC:		64-67		
Total Earned Credits:		121		

~~ NOTES ~~

LEGEND:

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

Students who transfer to UIU with a completed Associate of Arts (AA) or Associate of Science (AS) degree in liberal arts from Hawkeye Community College, will be considered to have fulfilled all lower-division Upper Iowa University general education requirements.

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

This program transfer guide is based on the May 2020 course-to-course articulation (UIU 2019-2020 catalog & HCC 2019-2020 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.

Elective Transfer Table

HCC ELECTIVES			Transfers as UIU Course			
Course Id	Course Name	# Cr	Course Id	Course Name	# Cr	Requirement Fulfilled
NATURAL SCIENCE – 7 credits minimum – Requires 7 credits from A and B, including one 4-credit laboratory course.						
A. Biological Sciences						
BIO 105	Introductory Biology	4	BIO 100	General Biological Science	4	Gen Ed Nat. Sci.
BIO 112	General Biology I <i>(Fall Only)</i>	4	BIO 135	Principles of Biology I	4	Gen Ed Nat. Sci.
BIO 113	General Biology II <i>(Spring Only)</i>	4	BIO 140	Principles of Biology II •	4	Gen Ed Nat. Sci.
BIO 154	Human Biology	3	---	---	3	Gen Ed Nat. Sci.
BIO 163 OR BIO 166	Essentials of Anatomy and Physiology Fundamentals of Anatomy and Physiology	4	BIO 268	Introduction to Human Anatomy and Physiology •	4	Gen Ed Nat. Sci.
BIO 168	Human Anatomy and Physiology I	4	BIO 270	Human Anatomy and Physiology I •	4	Gen Ed Nat. Sci.
BIO 186	Microbiology	4	BIO 210	Microbiology •	4	Gen Ed Nat. Sci.
CNS 121	Environmental Conservation***	3	ES 161	Introduction to Environmental Science	3	Gen Ed Nat. Sci.
*** CNS 121 or ENV 115/116: Only one can be taken toward the 7 hours of science.						
B. Physical Sciences						
CHM 122	Introduction to General Chemistry	4	---	---	4	Gen Ed Nat. Sci.
CHM 165	General Chemistry I <i>(Fall Only)</i>	4	CHEM 151	General Chemistry I	4	Gen Ed Nat. Sci.
ENV 115	Environmental Science***	3	ES 161	Intro to Environmental Science	3	Gen Ed Nat. Sci.
ENV 116	Environmental Science Lab***	1	---	---	1	
GEO 131	Physical Geography	3	GEOG 100	Intro to Physical Geography	3	Gen Ed Nat. Sci. or Gen Ed Soc. Sci.
GEO 132	Physical Geography Lab	1	---	---	1	Free Elective
PHS 120	Exploring Physical Science	4	---	---	4	Free Elective
PHS 142	Principles of Astronomy	3	PHY 110	Introduction to Astronomy	3	Gen Ed Nat. Sci.
PHS 152	Astronomy	4	PHY 109 & PHY 110	Introduction to Astronomy Laboratory (1) & Introduction to Astronomy (3)	4	Gen Ed. Nat. Sci.
PHY 162	College Physics I <i>(Fall Only)</i>	4	PHY 111 & PHY 112	Introductory Physics I (3) & Introductory Physics Laboratory I (1)	4	Gen Ed Nat. Sci.
PHY 212	Classical Physics I	5	PHY 111 & PHY 112	Introductory Physics I (3) & Introductory Physics Laboratory I (1)	5	Gen Ed Nat. Sci.
*** CNS 121 or ENV 115/116: Only one can be taken toward the 7 hours of science.						
HUMANITIES – 6 credits minimum – Requires one course from two different areas: A, B, or C for 6 credits.						
A. Literature and Fine Arts						
ART 101	Art Appreciation	3	ART 100	Introduction to Art	3	Gen Ed Arts/Hum.
ART 203	Art History I	3	ART 211	Art History I	3	Gen Ed Arts/Hum.
ART 204	Art History II <i>(Spring Only)</i>	3	ART 212	Art History II	3	Gen Ed Arts/Hum.
DRA 107	Theatrical Arts and Society	3	---	---	3	Gen Ed Arts/Hum.
LIT 101	Introduction to Literature	3	ENG 125	Introduction to Literature	3	Gen Ed Arts/Hum.
MUS 100	Music Appreciation	3	MUS 100	Introduction to Music	3	Gen Ed Arts/Hum.

Elective Transfer Table

HCC ELECTIVES			Transfers as UIU Course			
Course Id	Course Name	# Cr	Course Id	Course Name	# Cr	Requirement Fulfilled
HUMANITIES – 6 credits minimum – Requires one course from two different areas: A, B, or C for 6 credits. (continued)						
B. Philosophy and Religion						
PHI 101	Introduction to Philosophy	3	PHIL 150	Introduction to Philosophy	3	Gen Ed Arts/Humn.
PHI 105	Introduction to Ethics	3	PHIL 202	Contemporary Ethics	3	Gen Ed Arts/Humn.
REL 101	Survey of World Religions	3	REL 120	Intro to World Religions	3	Gen Ed Arts/Humn.
REL 130	Intro to Religions of the East	3	REL 205	Religions of Asia	3	Gen Ed Arts/Humn.
C. Non-Western Cultures						
CLS 130	African Cultures	3	---	---	3	Gen Ed Cultures
CLS 141	Middle Eastern History & Culture	3	---	---	3	Gen Ed Cultures
CLS 150	Latin American History & Culture	3	SPN 125	Introduction to Hispanic Culture & Society	3	Gen Ed Cultures or Gen Ed Soc. Sci.
CLS 160	East Asian Cultures	3	---	---	3	Gen Ed Cultures
CLS 164	Japanese History and Culture	3	---	---	3	Gen Ed Cultures
CLS 172	Russian Civilization	3	---	---	3	Gen Ed Cultures
SOCIAL SCIENCES – 3 credits minimum – Requires one course						
A. Topics in Social Sciences						
GEO 121	World Regional Geography	3	GEOG 200	World Regional Geography	3	Gen Ed Soc. Sci.
POL 121	International Relations	3	PS 211	International Relations	3	Gen Ed Soc. Sci.
POL 125	Comparative Government and Politics	3	PS 212	Comparative Politics	3	Gen Ed Soc. Sci.
PSY 121	Developmental Psychology	3	EDU 142	Human Growth, Development and Guidance	3	Gen Ed Soc. Sci.
PSY 251	Social Psychology <i>(Spring Only)</i>	3	PSY 310	Social Psychology (also SOC 310) •	3	Free Elective
SOC 115	Social Problems	3	SOC 220	Social Problems	3	Gen Ed Soc. Sci.
SOC 120	Marriage and Family	3	SOC 361	Marriage and the Family •	3	Free Elective
SOC 135	Death and Dying	3	PSY 321	Death and Dying •	3	Gen Ed Soc. Sci. or Gen Ed Cultures
SOC 208	Intro to Cultural Anthropology <i>(Spring Only)</i>	3	ANTH 110	Intro to Cultural Anthropology	3	Gen Ed Cultures or Gen Ed Soc. Sci.
SOC 220	Sociology of Aging	3	---	---	3	Gen Ed Soc. Sci.