

Program Transfer Guide
Gateway Technical College Associate of Applied Science (AAS) in
BUSINESS MANAGEMENT
→ UIU Bachelor of Science (BS) in
MANAGEMENT
JUNE 2025



Years 1 & 2 at Gateway Technical College:

GTC Program Course Sequence			Course Transfers into UIU as			
Course ID	Course Name	# Cr	Course ID	Course Name	# Cr	Requirement Fulfilled
Term 1						
890-155	Gateway to Success (G2S)	1	FYS 120/122	First Year Seminar	1	PPE FYS 120/122
101-114 OR 101-112	Accounting Principles OR Accounting for Business	4 OR 3	ACCT 201	Accounting Principles I	3-4	PPE QR & Bus Core
102-137	Intro to Business	3	-----	-----	3	Free Elective
102-160	Business Law	3	BA 302	Business Law & Ethics	3	Business Core
801-136	English Composition 1	3	ENG 101	English Composition I	3	PPE ENG 101
Term 2						
104-101	Marketing Principles	3	MKT 208	Marketing Principles	3	Business Core
104-104	Selling Principles	3	MKT 337	Personal Selling	3	Free Elective
105-106 OR 801-135	Business Communications OR Technical Reporting	3	BA 374 OR -----	Business Communications OR -----	3	Business Core OR Free Elective
804-135	Quantitative Reasoning	3	MATH 101	Math for Liberal Arts	3	PPE QR & Prereq
Term 3						
801-198 OR 801-196	Speech OR Oral/Interpersonal Comm.	3	COMM 105 OR COMM 200	Public Speaking OR Interpersonal Comm.	3	PPE COMM 105 OR PPE COMM 200
103-143	Computers for Professionals	3	IS 102	Intro to Computer App & Tech	3	Prereq for BA 256
Term 4						
104-105	Promotion Principles	3	MKT 363	Ad. & Integrated Mktg. Comm.	3	Free Elective
102-121	Credit Management	3	-----	-----	3	Free Elective
196-190 OR 809-166	Leadership Development OR Ethics Theory & App, Intro	3 OR 3	BA 365 OR PHIL 202	Leadership Theory OR Contemporary Ethics	3 OR 3	Major OR PPE Civ/Ethics
196-191	Supervision	3	BA 362	Supervision	3	Major
809-172	Diversity Studies, Intro to	3	SOC 240	Diversity in the US	3	PPE DEI
Term 5						
102-186 OR 806-112	Business Mgmt Internship OR Principles of Sustainability	3	----- OR SCI 150	----- OR Science Gen Ed	3	Free Elective OR PPE Science
102-196	Business Decision Mgmt	4	-----	-----	4	Elective
XXX-XXX	Elective Course (196-193)	3	BA 361	HR Management	3	Major
Term 6						
809-195 OR 809-143	Economics OR Microeconomics	3	ECON 160	Microeconomic Principles	3	PPE Civ/Ethics & Business Core
809-198	Intro to Psychology	3	PSY 190	General Psychology	3	PPE Social Science
Total occupational course credits earned:		62-63	Total course credits accepted:		62-63	
Total transferable credits#:		62-63	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				
	FYS 120 OR FYS 122	First Year Seminar (Fayette) First Year Seminar (Online/Self-Paced)	3	Success in Higher Education	890-155
	ENG 101	English Composition I	3	PPE Prof Comm/Wrtn (PW)	801-136
	ENG 102	English Composition II	3	PPE Prof Comm/Wrtn (PW)	---
	COMM 105 OR COMM 200	Public Speaking OR Interpersonal Communication	3	PPE Prof Comm/Oral (PC)	801-198 OR 801-196
		any Diversity, Equity & Inclusion	3	PPE Divers., Equity & Inclusion (DEI)	809-172
		any Quantitative Reasoning	3	PPE Quantitative Reasoning (QR)	<i>in major</i>
		any Science	3	PPE Science (SCI)	806-112
		any Social Science	3	PPE Social Science (SSCI)	809-198
		any Civics, Ethics & Citizenship	3	PPE Civics, Ethics & Citizenship (CIV)	ECON 160
		any Creative Expression	3	PPE Creative Expression (CREX)	---
	Prerequisites				
	MATH 101 OR MATH 105 OR MATH 107	Math for Liberal Arts OR College Mathematics with Applications OR College Algebra	3	PPE QR & Prereq. for BA 256 or MATH 220 & ACCT 201	804-135
	IS 102	Computer Applications and Technology	3	Prereq. For BA 256	103-143
	Business Core Courses				
	ECON 160	Principles of Microeconomics	3	Business Core/PPE CIV	809-195 or 809-143
	ECON 161	Principles of Macroeconomics	3	Business Core	---
	ACCT 201	Accounting Principles I	3	Business Core/PPE QR	101-112 or 101-114
	ACCT 202	Accounting Principles II	3	Business Core	---
	MKT 208	Marketing Principles	3	Business Core	104-101
	BA 210	Management Principles	3	Business Core	---
	BA 222	Management Information Systems	3	Business Core	---
	BA 256 OR MATH 220	Quantitative Analysis for Business I OR Elementary Statistics	3	Business Core/PPE QR	--- OR ---
	BA 302	Business Law and Ethics	3	Business Core	102-137
	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	105-106
	BA 460	Strategic Management	3	Business Core	---
	Major Courses				
	BA 317	International Management	3	Major	---
	BA 361	Human Resources Management	3	Major	196-193
	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	196-190 and 196-191

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	BA 362	Supervision	BA 474	Organizational Behavior	
	BA 365	Leadership Theory	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		12	Degree Requirements	---
	Electives		6-7	Degree Requirements	---
	Total additional credits needed at UIU to complete degree:		57-58		
	Total transferable credits from GTC:		62-63		
Total Earned Credits:		120			

~~ 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 Gateway Technical College. A minimum of 30 credits must be upper-division credits for a UIU baccalaureate degree; lower-division transfer work from Gateway Technical College does not contribute to the upper-division credit requirement at UIU.

This program transfer guide is based on the June 2025 course-to-course articulation (UIU 2024-25 catalog & GTC 2024-25 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

GTC ELECTIVES			Transfers as UIU Course			
Course Id	Course Name	# Cr	Course Id	Course Name	# Cr	Requirement Fulfilled
Suggested Electives						
104-194	International Marketing	3	MKT 424	Global Marketing	3	Free Elective
196-193	Human Resource Mgmt	3	BA 361	HR Management	3	Business Core
196-189	Team Building/Prob. Solving	3	BA 371	Training & Development	3	Free Elective
809-143	Microeconomics	3	ECON 160	Principles of Microeconomics	3	PPE Civ/Ethics & Business Core

Maximize Your Transfer to UIU

Take up to 15-16 credits to fulfill the Peacock Professional Experience (PPE), Business Core and Elective Requirements.

Choose up to 15-16 additional credits at Gateway Technical College to transfer into Upper Iowa University to fulfill PPE, Business Core and Elective requirements. Talk with your advisors to ensure additional courses will fit with your degree plan and financial aid requirements.

Choose up to 15-16 credits from the following areas:

- Creative Expression PPE Requirement – up to 3 credits
- Professional Communication (Written) PPE Requirement – up to 3 credits (ENG 102)
- Business Core Requirements – up to 15 credits (*lower division only – see table below*)
- Elective Requirements – up to 6-7 credits

Additional Elective Transfer Guide						
GTC ELECTIVES			Transfers as UIU Course			
Course Id	Course Name	# Cr	Course Id	Course Name	# Cr	Requirement Fulfilled
PPE Written Communication Requirement						
801-150 OR 801-202	English Composition II OR English Composition 2	3 OR 3	ENG 102	English Composition II	3	PPE ENG 102
PPE Creative Expression Requirement						
201-100	Design Concepts	4	GRAF 112	Intro to Graphic Design	4	PPE Creative Expr.
201-102	Intro to Digital Photography	3	GRAF 218	Digital Photography	3	PPE Creative Expr.
201-112	Advanced Digital Photography	3	GRAF 218	Digital Photography	3	PPE Creative Expr.
304-101	Hist. of Furniture/Décor. Arts	3	CREX 150	Creative Expression Gen Ed	3	PPE Creative Expr.
304-102	Principles of Interior Design	3	CREX 150	Creative Expression Gen Ed	3	PPE Creative Expr.
304-118	Art History	3	CREX 150	Creative Expression Gen Ed	3	PPE Creative Expr.
504-176	Spanish for Law Enforcement	3	CREX 150	Creative Expression Gen Ed	3	PPE Creative Expr.
533-126 AND 533-127	American Sign Language 1 AND American Sign Language 2	2 AND 2	CREX 150	Creative Expression Gen Ed	3	PPE Creative Expr.
533-128 AND 533-129	American Sign Language 3 AND American Sign Language 4	2 AND 2	CREX 150	Creative Expression Gen Ed	3	PPE Creative Expr.
801-204	Introduction to Literature	3	ENG 125	Introduction to Literature	3	PPE Creative Expr.
801-177	Creative Writing	3	ENG 170	Introduction to Creative Writing	3	PPE Creative Expr.
801-205	Creative Writing	3	ENG 170	Introduction to Creative Writing	3	PPE Creative Expr.
802-118	SPA IV: Fourth Semester Spanish	4	CREX 150	Creative Expression Gen Ed	4	PPE Creative Expr.
802-119	SPA III: Third Semester Spanish	4	CREX 150	Creative Expression Gen Ed	4	PPE Creative Expr.
802-124	SPA I: First Semester Spanish	4	CREX 150	Creative Expression Gen Ed	4	PPE Creative Expr.
802-125	SPA II: Second Semester Spanish	4	CREX 150	Creative Expression Gen Ed	4	PPE Creative Expr.
802-126	Spanish for Healthcare Providers	3	CREX 150	Creative Expression Gen Ed	3	PPE Creative Expr.
802-201	Spanish 1	4	CREX 150	Creative Expression Gen Ed	4	PPE Creative Expr.
802-202	Spanish 2	4	CREX 150	Creative Expression Gen Ed	4	PPE Creative Expr.
802-203	Spanish 3	4	CREX 150	Creative Expression Gen Ed	4	PPE Creative Expr.
802-204	Spanish 4	4	CREX 150	Creative Expression Gen Ed	4	PPE Creative Expr.

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Business Core Requirements						
101-116	Corporate Accounting	3	ACCT 202	Accounting Principles II	3	Business Core
106-023	Office Management	3	BA 210	Management Principles	3	Business Core
106-022 OR 107-011	Info. Management for Business OR IT in Business	3 OR 3	BA 222	Management Info. Systems	3	Business Core
804-189	Statistics, Introductory	3	MATH 220	Elementary Statistics	3	PPE QR & Bus Core
809-201	Macroeconomics	3	ECON 161	Principles of Macroeconomics	3	Business Core