

TRANSFER ARTICULATION AGREEMENT
University of Wisconsin-Stout
North Hennepin Community College

A.A.S. Retailing at North Hennepin Community College

B.S. Marketing Education at UW-Stout

RATIONALE: The coursework for the A.A.S. in Retailing at North Hennepin Community College is similar to the coursework for the B.S. in Marketing Education at UW-Stout. This agreement pertains to students who have completed the A.A.S. degree.

<u>NHCC</u>		<u>Credits</u>		<u>UW-Stout Equivalencies</u>	<u>Credits</u>
ACCT 151	Fund of Accounting	AND 4		160-206 Intro Financial Acct	3
ACCT 152	Fund of Accounting	AND 4		160-207 Corp Manag Acct	3
ADM 136	Data Base Workshop	1		NOT TRANSFERABLE	
ADM 137	Business Graphics Wkshp	1		NOT TRANSFERABLE	
ADM 138	Spreadsheets Workshop	1		NOT TRANSFERABLE	
BUS 100	Business Mathematics	4		355-119 Business Math	3
BUS 101	Intro to Business	4		160-115 Und Business	2
				160- Bus Admin Elec	1
BUS 220	Intro to Management	OR 4		160-304 Prin of Mgmt	3
BUS 149	Small Business Mgmt	4		160-235 Small Bus Mgt	3
BUS 121	Production Management	4		150-200 Prod/Oper Mgmt	3
BUS 231	Legal Environ of Bus	4		160- Business Admin Elec	3
BUS 186	Psych of Human Relations	4		479-582 Hum Res Mgt	3
BUS 180	Intro to Business Finance	4		160-340 Bus Finance	3
BUS 189	Credit and Collections	3		160- Bus Admin Elec	2
BUS 192	Supervision	3		150-600 Org Leadership	2
BUS 210	Current Issues	1		NOT TRANSFERABLE	
MKTG 201	Intro to Marketing	4		160-330 Prin of Mktg	3
MKTG 184	Advertising	4		160-370 Prin of Advtg	3
MKTG 185	Professional Selling	4		160-334 Sales & Sales Mgmt	3
MKTG 187	Retailing	4		160- Bus Admin Elec	3
MKTG 191	Creative Field Project	3		160- Bus Admin Elec	2
MKTG 192	Marketing Research	3		160-679 Marketing Res	2
MKTG 209	Sales Management	3		160- Bus Admin Elec	2

LIBERAL ARTS COURSES :

Communication Skills - 8 Semester Credits

ENGL 111	Freshman English I	5		326-101 Fr Eng--Comp	3
				326- English Elective	1
ENGL 112	Freshman English II	5		326-102 Fr Eng--Read	3
				326- English Elective	1
SPCH 101	Fundamentals of Speech	4		391-100 Fund of Speech	2
				391- Speech Electives	2

Analytical Reasoning - 6 Semester Credits

*MATH 140	Finite Math	5		355-123 Finite Math	4
*MATH 113	Elementary Statistics	5		354-130 Elemtary Statistics	2
				354- Math Electives	2

Health & Physical Education - 2 Semester Credits

Any 3 Physical Education Activity Courses

Social & Behavioral Sciences - 9 Semester Credits

*ECON 106 Prin of Economics-Macro 4 320-210 Prin of Econ 1 3

SELECT ANY TWO OF THE FOLLOWING FOUR COURSES

ANTH 101 Intro: Cultural	5	303-220	Intro:Cul Anth	3
		303-	Anth Elective	1
POLS 102 American Government	3	375-210	Government	2
PSYC 203 General Psych I & II	5	479-110	Gen Psychology	3
		479-	Psychology Elec	1
SOC 101 Intro to Sociology	4	387-110	Sociology	3

Sciences - 4 Semester Credits (Must include a Lab course)

BIOL 101 General Biology	5	308-122	BIO-Environ App	3
		308-	Biology Elective	1
OR				
CHEM 101 Intro to Chemistry	5	311-115	General Chemistry	4
OR				
CHEM 109 Prin of Chemistry	5	311-135	College Chemistry I	4
OR				
PHYS 101 & 102 Prin of Phys I & II	8	372-231	Gen Physics I	4
		372-	Physics Electives	2
OR				
PHYS 150 & 151 Gen Phys I & II AND	10	372-281	University Physics I	5
PHYS 124 & 125 Gen Phys Lab I & II	2	372-282	University Physics II	5

1. If courses have been substituted for those specified in the program at North Hennepin Community College they will be reviewed on a case-by-case basis and determined how they apply to the degree at UW-Stout.

2. Elective courses taken at North Hennepin Community College for the program will be reviewed on a case-by-case basis and determined how they apply to the degree at UW-Stout.

3. Courses which have been completed with a grade of D are acceptable to meet program requirements unless the UW-Stout major requires a higher acceptable grade.

4. The maximum number of transferable credits is 72.

5. The attached program plan sheet reflects the requirements in the Marketing Education program which pertains to this agreement.

6. In completing a degree in Marketing Education at UW-Stout, students transferring from North Hennepin Community College will have to complete the following requirements:

General Education - 11 Credits

Humanities & the Arts - 9 credits

Technology - 2 credits

Professional Education courses - 49 credits

Marketing Core Courses - 18 Credits

Required courses - 12 credits

Elective courses - 6 credits

7. This articulation agreement applies only to the B.S. in Marketing Education in effect Fall 1994 until revised. A change of major invalidates these course/credits for transfer unless they are approved within some other program-to-program articulation agreement for a different major at UW-Stout.

APPROVALS:

NORTH HENNEPIN COMMUNITY COLLEGE:

_____ **Signature Present** _____

12/16/96

Date

University of Wisconsin-Stout:

_____ **Signature Present** _____

Program Director

Dr. Carol Mooney

11-25-96

Date

_____ **Signature Present** _____

Dean, College of Technology, Engineering & Mgt

Dr. Esther Fahm

11-26-96

Date

_____ **Signature Present** _____

Provost

Dr. George DePuy

12/3/96

Date