

**ARTICULATION AGREEMENT  
for transfer of credits between**

**The University of Wisconsin-Superior  
Bachelor of Science Degree Programs in the Department of  
Business and Economics and the**

**Wisconsin Indianhead Technical College  
Business Management Associate of Applied Science Degree**

Effective Dates: August 2014-December 2023

Review Date: June 2023

***Introduction and Rationale:***

The University of Wisconsin-Superior maintains an educational partnership with Wisconsin State Colleges and Universities to provide opportunities for students to enter bachelor's degree completion programs. In the interest of fostering cooperation between our institutions, and to better serve the transfer of students from Wisconsin Indianhead Technical College to the University of Wisconsin-Superior, the faculty and administration of our institutions have established this articulation agreement.

This Agreement specifies the transfer of credit from the Wisconsin Indianhead Technical College Associate Degree named above to the UW-S Bachelor's Degree named above in recognition that the WITC program prepares students for admission to this Bachelor's degree program. The underlying assumption for this Agreement is that the college provides a foundation of occupational courses and the University provides the upper-level courses required within the Bachelor's degree program.

WITC students who successfully complete the Business Management Associate of Applied Science degree wishing to transfer to the University of Wisconsin-Superior will be awarded the following credits toward the Bachelor of Science Degree Programs in the Department of Business and Economics.

WITC Program

UW-Superior Program

course #	course title	Cr	course #	course title	cr. granted
<b>Major and General Studies Courses</b>					
10101101	Financial Accounting 1	4	ACCT 200 ACCT 189	Financial Accounting Accounting Elective	3 1
10101170	Financial Analysis	3	BUS 189	Business Elective	3
10101174	Quickbooks Accounting - Beginning	2	ACCT 488	Independent Study: Quickbooks	2
10104102	Marketing Principles	3	BUS 370	Principles of Marketing	3 <sup>1</sup>
10105100	Introduction to Business	3	BUS 100	Introduction to Business	3
10114107	Principles of Finance	3	FIN 320	Principles of Finance	3 <sup>2</sup>
10116100 or 10104198	Human Resource Management -or- Managing Human Resources	3	BUS 289	Business Elective	3
10103106 10103146 10103151 10103152 10103162	MS PowerPoint MS Word A MS Excel A MS Excel B MS Access A	1 1 1 1 1	ITS108 BUS 189	Business Computer Application Business Elective	3 2
10105125	Business Law	3	BUS 211	Business Law	3
10196191	Supervision	3	BUS 289	Business Elective	3
10196108 10196157 10196188	Customer Service Strategic Planning Project Management	1 1 3	BUS 289 BUS 289 BUS 289	Business Elective Business Elective Business Elective	1 1 3
10801195 10801197	Written Communication Technical Reporting	3 3	WRIT 101 WRIT 209	Written Communication I Business and Professional Writing	3 3
10801198 10801196	Speech Oral/Interpersonal Communication	3	COMM 110	Communication	3
10804123 10809195 10809196 10809198	Math with Business Applications Economics Introduction to Sociology Introduction to Psychology	3 3 3 3	BUS 189 ECON 235 SOCI 101 PSYC 101	Business Elective Survey of Economics Introduction to Sociology Introduction to Psychology	3 3 3 3
	Electives	6		Electives	6

<sup>1</sup> Credit awarded for Marketing Principles will only transfer as BUS 370 if student passes an advanced Marketing elective at UWS with a grade of a C- or higher.

<sup>2</sup> Credit awarded for Principles of Finance will only transfer as FIN 320 if student passes FIN 321 at UWS with a grade of a C- or higher.

**Requirements:**

Students from WITC must have completed the above-named Associate of Applied Science Degree program with a cumulative grade point average of at least 2.3/4.0 for consideration for transfer under the terms of this document. Students must complete

the following courses or their equivalents with a grade point average of at least 2.0 with no grade lower than C-: ITS 108; ACCT 200, 201; BUS 270; ECON 250, 251.

WITC general studies/breadth courses in communications, humanities, social sciences, mathematics and natural science may transfer in to fulfill UW-Superior general education requirements in these areas. All UW-Superior general education core and knowledge category requirements not met by transfer credits must be completed.

Students must complete both BUS 270 Business Statistics and MATH 151 Business Calculus or their equivalents.

Students may satisfy UWS' Diversity and Non-Western requirements (3 credits each) by taking qualifying General Education courses.

Elective courses taken at WITC which are not listed in this agreement will be reviewed by the faculty of the UW-Superior degree program named above on a case by case basis

Students must maintain a 2.0/4.0 grade point average in upper division courses to be eligible for the bachelor's degree named above.

Students are required to complete a final project (Senior Experience) to fulfill graduation requirements for the bachelor's degree named above.

**Degree Requirements:** In order to be awarded a degree from UW-Superior, students are required to earn:

- 120 total credits to complete the bachelor's degree named above,
- at least 30 credits at UW-Superior,
- at least 36 credits in upper-division courses (300-400 level), and
- their final 12 credits at UW-Superior .

**Conditions:**

The terms of this degree completion agreement apply only for the purposes of entry to the Bachelor of Science Degree Programs in the Department of Business and Economics at the University of Wisconsin-Superior.

Credits will be awarded only to students who complete a bachelor's degree at UW-Superior in the degree indicated in this agreement.

WITC students seeking admission to other degree programs offered at UW-Superior may transfer to the University only those credits recognized by the desired program of entry.

This agreement is limited to University requirements for completion of a Bachelor's degree only. Students seeking certification for licensure in particular fields must complete any additional requirements for such certification.

The transferability of credits as put forth within this articulation agreement is advisory. Students who matriculate to UW-Superior are subject to the degree requirements in effect in the students' catalog of entry at UW-Superior.

Information about the Department of Business and Economics is available from the following website: <http://www.uwsuper.edu/acaddept/dbe/index.cfm>

See below for information about the department's majors, minors, certificates, and course descriptions. <http://www.uwsuper.edu/catalog/2012-14/majorsandminors/undergraduate/depts/dbe.cfm>

**Agreement Contact Persons:**

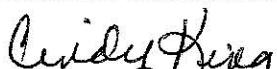
University of Wisconsin-Superior

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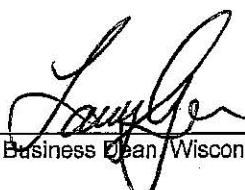
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**Approvals:**

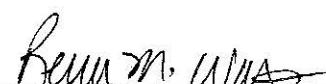
Approved April 16, 2014 #14.29

Chair, Faculty Senate, UW-Superior  
College

 Jennifer Lamm  
Business Dean, Wisconsin Indianhead Technical

 Faiz C. Naveed  
Provost, UW-Superior

 Don Copulcik  
Vice President - Academic Affairs and Campus  
Administrator, Wisconsin Indianhead  
Technical College

 Renu M. Wua  
Chancellor, UW-Superior

Date: 5/7/14

Date: 5/28/14

## Appendix A – Remaining Coursework Required at UWS

HHP 102 Health and Wellness	3
WRIT 102 College Writing II	3
MATH 151 Calculus for Business, Life, and Social Sciences	3
BUS 270 Business Statistics	3
ECON 250 Principles of Microeconomics	3
ECON 251 Principles of Macroeconomics	3

## Specific Program Requirements

Natural Science	4
Lab Course	4
Environmental Course	2
Fine and Applied Arts	
Art History, Criticism, & Appreciation	3
Aesthetic Experience	3
History	3
Literature	3
World Language, Culture, And Philosophy	3

Reduced by up to 6 credits if student takes qualified electives at WITC.

Assumes students satisfy Diversity and Non-western requirements through courses above.