

PROGRAM TO PROGRAM ARTICULATION AGREEMENT

University of Wisconsin – Stevens Point (UWSP)

College of Professional Studies

School of Business and Economics

Management Program

and

Fox Valley Technical College (FVTC)

Business Management Program

Effective Date: July 1, 2021

FVTC Associate Degree: Associate Degree, Business Management

UWSP Baccalaureate Degree: Bachelor of Science Degree, Management

Purpose:

This articulation agreement provides the opportunity for FVTC students who have earned the Associate Degree, Business Management major, to be awarded the following equivalent credits upon entry to the UWSP School of Business and Economics, Management major.

Transfer Courses: (Total 59-60 credits)

UWSP COURSE	FVTC BUSINESS MANAGEMENT COURSE	Credits Granted
GENERAL EDUCATION		
English 101 or 150 – Freshman English (3 cr.)	10801195 – Written Comm. (3 cr.)	3
Psyc 110 – Intro to Psych. (SS) (3 cr.)	10809198 – Intro to Psych. (3 cr.)	3
Communication 101 – Fund. Of Oral Comm. (3 cr.)	10801198 – Speech (3 cr.) – (instead of 10801196 Oral/Interpersonal Comm)	3
		9 credits
MANAGEMENT MAJOR		
BUSINESS CORE COURSES		
Math 255 – Elem. Statistical Methods (QL) (4 cr.)	10804189 - Introductory Statistics (3 cr.) – (instead of 10804123 Math w/ Business Apps)	3
Business 100 – Introduction to Business (1 cr.)	10102112 – Introduction to Business (3 cr.)	3
Economics 110 – Principles of Macroeconomics (SS) (3 cr.)	10809195 – Economics (3 cr.)	3
Business 330 – Principles of Marketing (3 cr.)	10104151 – Principles of Marketing 1 (3 cr.)	3
Business 340 – Business Law and Ethics (3 cr.)	10102103 – Business Law I (3 cr.)	3
MANAGEMENT CORE		
Business 322 – Business Leadership for Managers (3 cr.)	10196190 – Leadership Development (3 cr.)	3
Business 324 – Human Resource Management (3 cr.)	10116193 – Introduction to Human Resources (3 cr.)	3
MANAGEMENT ELECTIVES		
Business 329 – Project Management (3 cr.) OR Business 2xx – Working Effectively Across Cultures (3 cr.)	10196188 – Introduction to Project Management (3 cr.) OR 10141166 – Working Effectively Across Cultures (3 cr.)	3
Business 390 – Ethics in Business (3 cr.)	10116155 – Business Ethics (3 cr.)	3
GENERAL BUSINESS ELECTIVES		
Bus 336 – Sales Management (3 cr.)	10104117 – Sales Principles (3 cr.)	3
Bus 2xx – Supervision (3 cr.)	10196191 – Supervision (3 cr.)	3
		33 credits
GENERAL UWSP ELECTIVES		
Bus 2xx – Cost Controls and Budgeting (3 cr.)	10196110 – Cost Controls and Budgeting (3 cr.)	3

Bus 2xx – Principles of Accounting (3 cr.)	10101107 – Principles of Accounting (3 cr.)	3
Bus 2xx – Problem Solving (2 cr.)	10196131 – Problem Solving (2 cr.)	2
Bus 2xx – Effective Business Practice (3 cr.) OR Bus 2xx – Contemporary Business Issues (3 cr.)	10106118 – Effective Business Practice (3 cr.) OR 10196108 – Contemporary Business Issues (3 cr.)	3
Bus 2xx – Business Presentation Techniques (3 cr.) OR Bus 2xx – Lean Tools (2 cr.) OR Bus 2xx – Business Relationship Development (2 cr.) OR Bus 2xx – Global Leadership & Prof. Develop. (3 cr.)	10106178 – Business Presentation Techniques (3 cr.) OR 10623195 – Lean Tools (2 cr.) OR 10106160 – Business Relationship Development (2 cr.) OR 10140164 – Global Leadership & Prof. Develop. (3 cr.)	2-3
Bus 1xx – Spreadsheets (1 cr.)	10101145 – Beginning Spreadsheets (1 cr.)	1
Bus 1xx – MS Office Introduction (2 cr.)	10103120 – MS Office Suite Introduction (2 cr.)	2
Bus 1xx – Microsoft Outlook (1 cr.)	10106111 – Microsoft Outlook (1 cr.)	1
		17-18 credits
	TOTAL TRANSFERRED CREDITS	59-60

REQUIRED COURSES: (Total 65-74 credits)

The following coursework will be required to obtain the Bachelor of Science in Management:

UWSP REQUIREMENT	UWSP COURSE	Credits
GENERAL EDUCATION		
Written Communication	Engl 202 – Sophomore English	3
Wellness	Choose from designated classes	1
Arts (ART)	Choose from designated classes	3
Historical Perspectives (HP)	Choose from designated classes	3
Humanities (HU)	Choose from designated classes	3
Natural Sciences (NS)	Choose from designated classes	3
Additional ART/HU/HP/NS	Choose from designated classes	3
Global Awareness (GA)	Can be satisfied with above classwork	0 - 3
Environmental Responsibility (ER)	Can be satisfied with above classwork	0 - 3
U.S. Diversity (USD)	Can be satisfied with above classwork	0 - 3
		19-28 credits
MANAGEMENT MAJOR		
BUSINESS CORE COURSES		
Math for Social Sciences or Applied Calculus	Math 109 or 111*	4
Principles of Microeconomics (SS)	Econ 111	3
Introduction to Financial Accounting	Acct 210	3
Introduction to Managerial Accounting	Acct 211	3
Written Communication for the Business Professional	Bus 300	3
Oral Communication for the Business Professional	Bus 301	3
Organizational Behavior	Bus 325	3
Principles of Finance	Bus 350	3
Principles of Production	Bus 360	3
Management Information Systems	Bus 370	3
Principles of Business Analytics	Bus 380	3
Internship (EL)	Bus 497	3
Management Capstone	Bus 480	3
MANAGEMENT CORE		
Organizational Theory	Bus 326	3
MANAGEMENT ELECTIVES		
Focused Management Elective	Choose from designated classes	3

		46 credits
	TOTAL REMAINING CREDITS	65-74

* Will need to test in or take pre-requisite

UWSP University graduation requirements for a Bachelor of Science Degree will need to be completed: 40 credits at 300 and 400 level and 120 total minimum

SPECIAL CONSIDERATIONS:

1. Associate degree graduates must have earned a minimum grade point average of 2.50. An ineligible candidate may appeal for consideration through the Head, School of Business and Economics.
2. The acceptance of credits applies only to this Program-to-Program Articulation.
3. For acceptance of equivalent courses, FVTC courses must have been completed within the last 5 years. Beyond this period of time, course equivalents will be assessed on an individual basis.
4. The Agreement shall become effective on the 1st day of July 2021 and shall automatically renew on each July 1, for an additional year, unless terminated through written notice by either Party to this Agreement.
5. On an annual basis the UWSP School of Business and Economics will receive contact information for students enrolled in the Fox Valley Technical College Business Management program in order for the School of Business and Economics to provide advice on transferring into UWSP and the Management program.