



Transfer Guide

FINISH YOUR BACHELOR'S DEGREE AT AN AFFORDABLE COST

Complete your CLC Associate in Applied Science Degree in Marketing, Management, Business Administration, and/or Entrepreneurship/Small Business Management and transfer to UW-Parkside for a B.S. degree with a major in: Accounting, Marketing, Management Information Systems (MIS), or Business Management (with concentrations in Finance, General Business, Human Resource Management).

Parkside offers CLC students reduced tuition as well as scholarships to offset tuition costs. For example, a CLC student, with a transfer GPA of 2.5, would only pay \$7,447 in tuition for 2014-2015. And, students can finish a degree in as little as two more years!

Contact:

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To be completed at CLC

BUS 221	Business Law I **	3
ACC 121	Financial Accounting**	4
ACC 122	Managerial Accounting**	4
ENG 126	Advanced Comp**	3
ECO 221	Macroeconomics**	3
ECO 222	Microeconomics **	3
CMM 121	Fundamentals of Speech**	3
MTH 122	College Algebra**	4
ENG 121*	English Composition I	3
BUS 121	Intro to Business	3
CIT 120	Introduction to Computers	3
HUM 127 or PHI 125	Critical Thinking or Intro to Ethics	3
BUS 223	Principles of Management	3

A.A.S. in:	15 Credits from 21 credits listed from CLC	15
- Marketing or	A.A.S. programs in Marketing, Management,	
- Management or	Business Administration	
- Business	and/or Entrepreneurship/Small Business	
Administration	Management	
Entrepreneurship/	** = Requires a grade of C or better	
Small Bus		
Management		

Total Transferable Credits from CLC 57
 *Students may also complete ENG 122 at CLC which completes the ENGL 101 requirement at UWP

To be completed at UW-Parkside **UWP Credits**

REQUIRED GENERAL EDUCATION AND OTHER DEGREE REQUIREMENTS

UWP	Humanities and the Arts (may include DV+)	6
UWP	Social and Behavioral Sciences (may include DV+)	3
UWP	Natural Sciences ((may include DV+))	9
ENGL 101*	Composition & Reading	3
	General Elective (May be required if seeking Finance or Human Resource Concentration)	3
	Foreign Language (if not completed)	0-8
	DV+ = 1 Diversity (DV) course is required to graduate	

LOWER LEVEL BUSINESS COURSES

QM 210	Business Statistics I	3
QM 310	Business Statistics II	3

UPPER LEVEL BUSINESS FOUNDATION COURSES

QM 319	Operations Management	3
MIS 320	Management Information Systems	3
FIN 330	Managerial Finance	3
MGT 349	Organizational Behavior	3
MKT 350	Marketing Principles	3
BUS 495	Strategic Management	3

ACCOUNTING MAJOR

ACCT 301	Intermediate Accounting I	3
ACCT 302	Intermediate Accounting II	3
ACCT 305	Individual Taxation	3
ACCT 306	Business Taxation	3
ACCT 400	Advanced Accounting	3
ACCT 403	Advanced Cost Accounting	3
ACCT 404	Auditing	3
BUS 372	Business Law	3

Or MARKETING MAJOR

MKT 354	Marketing Research	3
MKT 355	Buyer Behavior	3
MKT 358	Promotions Management	3
MKT 452	Product Management	3
MKT 455	Marketing Management	3

Electives **See Catalog for electives:** Choose one from: 3
 MKT 356, 357, 458, 467, 469, 490, RMGT 435 or 454

Or MANAGEMENT INFORMATION SYSTEMS MAJOR

MIS 220	Information Technology Foundations	3
MIS 221	Business Programming	3
MIS 322	Business Programming I/HRM	3
MIS 327	Business Data Communication	3
MIS 328	Database Management System	3
MIS 425	System Analysis and Design	3
MIS 428	IS Planning and Project Management	3

Electives **See Catalog for electives:** 6 credits: Choose one two courses from: MIS 422, 424, 426,, 429, PMGT 341 & 441. Choose no more than one course from MIS 494, CSCI 322, 340, 375, 478 6

Or BUSINESS MANAGEMENT MAJOR CONCENTRATION IN FINANCE

FIN 335	Investments	3
FIN 336	Management of Financial Institutions	3
FIN 431	Advanced Managerial Finance	3
Two from:		
ACCT 301	Intermediate Accounting I	3
FIN 435	Security Analysis/Portfolio Management	3
FIN 437	International Management	3

Or BUSINESS MANAGEMENT MAJOR CONCENTRATION IN GENERAL BUSINESS

HRM 343	Human Resource Management	3
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Electives Choose 15 credits from upper-level (300-400) business courses with no more than 2 courses from any one area. Areas are identified by the prefixes ACCT, BUS, ENTR, FIN, HRM, MGT, MIS, MKT, PMGT, QM, RMGT, and RLST. The combined credits for Internship (494) and independent Study (499) across all business disciplines cannot exceed 6 credits. Non-business course may not be used towards the concentration. 15

Or BUSINESS MANAGEMENT MAJOR CONCENTRATION IN HUMAN RESOURCES MANAGEMENT

HRM 343	Human Resource Management	3
Two from:		
HRM 441	Staffing Organizations	3
HRM 442	Improving Employee Performance	3
HRM 444	Compensation and Benefits	3

Electives **See Catalog for electives:** Choose two from: RMGT 453 or 454, HRM 490, 494, 499; MGT 446 or 447; PMGT 342, COMM 303 or 385 or 485; ECON 380; POLS 315P; PSYC 330, SOCA 371 OR 374 6

Additional Credits to Complete degree 63-69



College of Lake County and University of Wisconsin – Parkside

2+2 Degree Completion Agreement

Transfer Planning Guide – CLC Associate in Applied Science in Marketing, Management, Business Administration and/or Entrepreneurship/Small Business Management

- to a -

UW-Parkside B.S. degree with majors in Accounting, Management Information Systems (MIS), Marketing or Business Management (with concentrations in Finance, General Business, Human Resource Management)

This transfer planning guide is based on a degree completion agreement between the College of Lake County (CLC) and the University of Wisconsin-Parkside (UWP). The agreement was created to provide improved transfer opportunities for learners at CLC who desire further education to enter UWP.

A. Diversity and General Education Requirement:

Students entering UWP under this articulation agreement will need to meet a diversity course requirement and the General Education requirements: 12 credits from three different departments in each of the following categories: Humanities and Arts, Social and Behavioral Sciences, and Natural Sciences.

B. Skills Requirements:

Completion of CLC A.A.S. in Marketing, Management, Business Administration, and Entrepreneurship/Small Business Management completes the computational skills requirements via the following course: MTH 122 or 127 for UWP MATH 112. However, students will be required to complete either ENG 122 at CLC or ENGL 101 at UWP to satisfy the Reading/Writing Skills requirement.

C. Foreign Language Requirement:

CLC students need to meet the UWP foreign language requirement. For more information, please visit <http://www.uwp.edu/catalog-pdfs/policies.pdf> and search Foreign Language.

D. Degree Credits and GPA Graduation Requirements:

- Minimum of 120 credits
- Minimum degree GPA requirement of 2.00
- Grade of C or better in all lower level foundation and preparation courses;
- Major GPA of 2.5 in upper level (300-400) foundation and concentration courses is also required.

The University of Wisconsin-Parkside and the College of Lake County (CLC) have produced this guide as a tool for students. Every effort is made to maintain accurate information; however, this guide is subject to change. Students should contact the Business Advisors listed below to stay informed of changes, as final responsibility for verifying information rests with the student.

UW-Parkside: Trudy.Biehn@uwp.edu or 262-595-2449, CLC: Liliana.Ware@clcillinois.edu or 847-543-2563

FOR MORE INFORMATION ON UNIVERSITY OF WISCONSIN-PARKSIDE, CONTACT
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Transfer Guides can be viewed online at <http://www.clcillinois.edu/info/transfer>