



**PROGRAM TO PROGRAM 2+2 ARTICULATION AGREEMENT
EFFECTIVE FALL 2010**

University of Wisconsin-Parkside

**Bachelor of Science in Business Management Major (with concentrations in Accounting, Finance,
General Business, Human Resources, Marketing) and Management Information Systems**

and

Milwaukee Area Technical College

Associate of Applied Sciences Degree in Business Management

Effective Date for Agreement Fall, 2010

Date by which Agreement will be Reviewed April 30, 2013

Narrative Description and Rationale for Agreement

UW-System President Kevin Reilly has challenged UW System campuses to find ways to graduate more students in hopes of increasing the number of Wisconsin residents holding a bachelor's degree. Such actions are designed to improve the dynamics of the state in a variety of ways that include attracting business and industry, better paying jobs, higher standards of living and better citizens.

The Report of the Joint UWS/WTCS Committee on Baccalaureate Expansion identified the following as one of its recommended strategies:

Develop new baccalaureate degree completion programs in areas of high student or labor market demand (e.g., Business, Nursing, Early Childhood, and Special Education). These programs, often referred to as 2+2, would provide opportunities for students with an applied associate degree to transfer most or all of their credits toward a baccalaureate degree program in a related programmatic area. Transfer students, if attending full time, would be able to complete a baccalaureate degree after approximately two more years of study. The degree completion program would build on both the general education and occupational content areas of the associate of applied science degree program.

(http://www.uwsa.edu/acss/cobe/final_report.pdf).

In keeping with these initiatives, Business Department faculty, staff and administrators from Milwaukee Area Technical College (MATC) and UW-Parkside have collaborated to create a “2 + 2 Articulation Agreement” in Business Management. Specifically, the student could complete an Associate of Applied Science Degree in Business Management at MATC that would optimally transfer 61 credits into acquiring a UW-Parkside Bachelor of Science Baccalaureate Degree in the Business Management major with concentrations in: Accounting, Finance, General Business, Human Resource Management or Marketing, or with a major in Management Information Systems. Optimally, the student may need only to complete 60-65 additional credits at UW-Parkside for one of the two degree options.

Terms and Conditions of the Articulation Agreement

The terms of this agreement apply only for the purposes of entry to the B. S. in Business Management (with concentrations in Accounting, Finance, General Business, Human Resources, or Marketing) and Management Information Systems majors at UW-P by MATC students who have completed the following terms and conditions.

1. **Admission.** MATC students will be admitted to the UW-P B. S. in Business Management or Management Information Systems after successfully completing the following:
 - Associate of Applied Sciences Degree in Business Management at MATC.
 - Graduating with a grade point average of 2.0 or higher.
 - Completion of courses outlined in this agreement which will apply toward UW-P General Education requirements and other degree requirements included in the B. S. degree and Business Management or Management Information Systems major.
 - Fulfillment of current admission requirements of UW-P at the time of application.
 - Declaration of the Business Management or Management Information Systems major at UW-P.
2. **Advising.** MATC will provide academic advising to their students to make them aware of this articulation agreement, the conditions the students are required to follow and the courses they need to complete in order to successfully transfer to UW-P. UW-P will provide academic advising to MATC students regarding pre and post admission to the university. UW-P will provide materials, catalogs, and other information to MATC counselors to facilitate their understanding of requirements and programs. MATC will assist UW-P in arranging recruitment events on its campuses.
3. **Tracking.** If possible, MATC will provide UW-P Admissions office the names of students following the articulation agreement who may transfer to UW-P. This will allow UW-P to plan for the admission, advising and orientation of these transfer students.
4. **UW-P Graduation Requirements.** All undergraduate degree requirements need to be completed in order to graduate from UW-P. Students need to complete the requirements of the B. S. in Business Management or Management Information Systems, general university requirements and any other degree requirements that are needed to receive a bachelor’s degree at UW-P. These requirements can be found in the UW-P catalog. Please note, students are subject to the major requirements in force in the catalog at the time they are first accepted in a particular major.

5. **Courses included in agreement.** All course equivalencies specified in the articulation agreement are subject to change. In the event that the course curricula and/or academic program of either institution undergo revision or change it is the responsibility of that partner institution to inform the other partner institution of the change/s within 120 days of the change. UW-P will review any additional courses submitted by MATC for transfer toward fulfilling agreement requirements. In turn, MATC will review additional course suggestions submitted by UW-P that will fulfill agreement requirements.
6. **Periodic Review.** This agreement will be reviewed every two years prior to the publication of the UW-P catalog, or earlier if curricular or institutional policy changes warrant. (See #8 below for first review date.) Each institution agrees to notify the other of significant changes to the agreement in a timely manner.
7. **Marketing.** Any marketing of this agreement will be subject to the prior approval of both parties and will adhere to each institution's standards for the use of its name and logo. Each institution will assume responsibility for appropriate marketing to reach its student population. Each institution may provide a link to this agreement and/or the other institution at its website, with notice to the other party.
8. **End Date.** The effective review date for this agreement is July 1, 2013. Renewal of the agreement needs to be initiated by the Provost's office at UW-P and MATC/WCTC more than six months prior to the review cycle.
9. **Accreditation.** Both parties agree that failure to maintain regional accreditation will be grounds for termination of the agreement.
10. **Cancellation.** Both parties agree to provide at least 180 days advance written notification of their intent to cancel this agreement. MATC students who apply to UW-P prior to the cancellation date will be permitted to transfer credits under the agreement terms.
11. **Proficiency and Transfer courses.** Courses marked as proficiency or transfer from another institution on a MATC transcript will be accepted at the discretion of UW-P. Students will be required to supply an original transcript from the originating institution for courses transferred to MATC and may be required to provide syllabi for some courses.
12. **Oversight of the Agreement.** The Provost office at UW-P, representing faculty and staff, will provide oversight of the agreement jointly with the Provost office at MATC.

13. Agreement Contact persons.

UW-P: Trudy Biehn, M.S.

University of Wisconsin-Parkside

900 Wood Road

Kenosha, WI 53144

PH: 262-595-2449

Email: trudy.biehn@uwp.edu

UW-P: Dr. Carmel Ruffolo

University of Wisconsin-Parkside

900 Wood Road

Kenosha, WI 53144

PH: 262-595-2022 or 262-595-2266

Email: ruffolo@uwp.edu

MATC: Dr. Barbara Cannell

Interim Associate Provost

MATC

700 W. State Street

Milwaukee, WI 53233

Phone 414-297-6836

Email: cannellb@matc.edu

MATC A.A.S. in Business Management Courses and UW-Parkside Business Management Equivalents:

MATC Course	Course Name	MATC Credits	UWP Course		UWP Credits Awarded
				<i>Credits toward Bus. Mgt or MIS major</i>	
BADM-104	Business Statistics	3*	QM 210	Business Statistics I	3*
BADM-160	Business Law 1	3*	BUS 272	Legal Environment of Business	3*
ACCTG 111	Accounting 1	4*	ACCT 201	Financial Accounting	3*
ACCTG 113	Accounting 2	4*			
ACCTG 125	Cost Accounting	3			
ACCTG-126	Managerial Accounting	3*	ACCT 202	Managerial Accounting	3*
ENGL-208	Technical Communication	3*	ENGL 202	Technical Writing	3*
				Major credit SUBTOTAL	15
				<i>Credits toward Bus. Mgt. or MIS major and General Education</i>	
ECON 201	Microeconomics	3*	ECON 120	Micro Economics	3*
ECON 202	Macroeconomics	3*	ECON 121	Macro Economics	3*
SPEECH-201	Elements of Speech	3*	COMM105	Public Speaking	3*
				<i>Bus. Mgt. or MIS major and General Education SUBTOTAL</i>	9
				<i>Credits towards UW-P Skill Requirements</i>	
MATH-201	College Algebra	4*	MATH 112+	College Algebra II	4*
ENG-201	Eng 1	3	ENGL101	Composition and Reading	3
				UW-P Skill Requirements SUBTOTAL+	7
				<i>Credits towards UW-P General Education Requirements</i>	
NATSCI-233	Environmental Science	3	GEOS103	Environmental Science: Earth Res	3
PSYC 231	Introduction to Psychology	3	PSYC101	Intro to Psychology	3
SOCSCI-217	Valuing Diversity	3	HUMA103	Diversity in the U.S. (DV)++	3
BADM-134	Business Org & Mgmt	3	BUS 100	Intro to Business	3
ENG-214	American Literature 1	3	ENGL 227	American Literature 1855-1920	3
SOCSCI-250	Intro to Philosophy	3	PHIL 101	Intro to Philosophy	3
				UW-P General Education SUBTOTAL	18
				<i>General Elective Credits towards UW-P Degree Requirements</i>	
BADM-126	Business Finance	3	TRAN 1XX	General Elective	3
BADM-155	Mgmt Principles	3	TRAN 1XX	General Elective	3
BADM-192	Risk Mgmt and Insurance	3	TRAN 1XX	General Elective	3
COMPSW-106	Introduction to MS Office	3	CSCI 101	Computer Software Tools	3
				General Elective Credits SUBTOTAL	12
Total Credits Attempted at MATC		69	MATC Transferable Credits		61

+ Also satisfies Business Management/MIS Math major requirement

++ Satisfies Diversity Requirement

1. Requirements in the major for completion of B.S. in Business Management or Management Information at UW-Parkside. In order to complete the major, students need to enroll in courses required for the major's Fundamental and Business Preparation Courses, Additional Lower Level Business Courses, Upper Level Business Foundation Courses and Concentration Courses in Accounting or Finance or General Business or Human Resources or Marketing.

The following are the requirements of Business Management or Management Information Systems majors for students accepted Fall 2009 or later.

REQUIRED FUNDAMENTAL AND BUSINESS PREPARATION COURSES

All fundamental and business preparation courses must be completed with a minimum grade requirement of C (C- is not acceptable) prior to advancing to the 300/400 level business courses. In addition to successful completion of the pre-business courses, the overall GPA (including transfer courses) must be a 2.0 or higher.

<u>DEPT</u>	<u>COURSE #</u>	<u>COURSE</u>	<u>FULLFILLED BY AGREEMENT</u>	<u>CREDITS TOWARD MAJOR</u>
MATH	112	College Algebra II	Yes	4
ECON	120	Micro Economics	Yes	3
ECON	121	Macro Economics	Yes	3
ACCT	201	Financial Accounting	Yes	3
QM	210	Business Statistics I	Yes	3
BUS	272	Legal Environment of Bus	Yes	3
COMM	105	Public Speaking	Yes	3

ADDITIONAL LOWER-LEVEL BUSINESS COURSES

The following courses must be completed with a minimum grade of C (C- is not acceptable).

<u>DEPT</u>	<u>COURSE #</u>	<u>COURSE</u>	<u>FULLFILLED BY AGREEMENT</u>	<u>CREDITS TOWARD MAJOR</u>
ACCT	202	Managerial Cost Accounting	Yes	3
QM	310	Business Statistics II	No	Must be completed at UW-Parkside
		Written Communication (ENGL 201, 202, or 204)	Yes	3

Total of above requirements fulfilled by agreement: 28 Credits

OTHER REQUIREMENTS TO COMPLETE THE BUSINESS MANAGEMENT MAJOR OR MANAGEMENT INFORMATION SYSTEMS

- Completion of course requirements with a C or better in the Department of Business Lower Level courses as outlined above.
- Student also must choose a concentration in the Business Management Major from the following:
 - Accounting (see page 7)
 - Finance (see page 8)
 - General Business (see page 9)
 - Human Resources (see page 10)
 - Marketing (see page 11)

OR

- Complete the 300/400 level foundation and concentration of the Management Information Systems Major (see page 12)
- Minimum of 2.50 GPA in upper 300/400 level foundation core and concentration courses is required to graduate.
- A minimum of 60 of the total 120 credits must be in areas other than Business and upper-level Economics. Economics 120 and 121 may count in the 60 credits.

BUSINESS MANAGEMENT WITH ACCOUNTING CONCENTRATION

Fundamental Business Preparation	31 Credits - 27 credits are fulfilled by Agreement – see page 6
Upper Level Foundation Core	18 Credits
Concentration	<u>24 Credits</u>
Total remaining in concentration	47 credits

UPPER LEVEL FOUNDATION CORE AND ACCOUNTING CONCENTRATION

Prerequisites for all 300 and 400 level courses: declared Business Major with junior standing (54 credits), completion of all pre-business courses with C or better, all individual course prerequisites, and an overall UW-Parkside GPA of 2.0. A minimum 2.50 GPA in upper 300/400 level foundation core and concentration courses is required to graduate.

Required Upper-Level Foundation Courses	Frequency	Prerequisites
QM 319-Operations Management	(F, Sp)	QM 210, MATH 112
MIS 320-Management Information Systems	(F, Sp)	ACCT 201
FIN 330-Managerial Finance	(F, Sp)	ACCT 201, QM 210 or MATH 309, ECON 121
MGT 349-Organizational Behavior	(F, Sp)	Jr. or Sr. Standing
MKT 350- Marketing Principles	(F, Sp)	ECON 120
BUS 495-Strategic Management	(F, Sp)	Sr. Standing, FIN 330, MKT 350, MGT 349
Required Accounting Courses		
ACCT 301 – Intermediate Accounting I	(F)	Acct 201, Fin 330 or Concurrent enrollment
ACCT 302 – Intermediate Accounting II	(Sp)	ACCT 301
ACCT 305 – Individual Taxation	(F)	ACCT 201
ACCT 306 – Business Taxation	Sp)	ACCT 305
ACCT 400 – Advanced Accounting	(F)	ACCT 302
ACCT 403 – Advanced Cost Accounting	(F)	ACCT 202
ACCT 404 – Auditing	(Sp)	ACCT 302, MIS 320
BUS 372 – Business Law	(Sp)	BUS 272
Optional Elective Accounting Course		
ACCT 405 - Volunteer Income Tax Assistance	(Sp)	ACCT 305, Instructor consent

For more information,

please call the UW-Parkside School of Business and Technology Academic Advisor at

262-595-2449, or visit: <http://www.uwp.edu> Keyword: Business.

BUSINESS MANAGEMENT WITH FINANCE CONCENTRATION

Fundamental Business Preparation	31 Credits - 27 credits are fulfilled by Agreement – see page 6
Upper Level Foundation Core	18 Credits
Concentration	<u>15 Credits</u>
Total remaining in concentration	38 credits

UPPER LEVEL FOUNDATION CORE AND FINANCE CONCENTRATION

Prerequisites for all 300 and 400 level courses: declared Business Major with junior standing (54 credits), completion of all pre-business courses with C or better, all individual course prerequisites, and an overall UW-Parkside GPA of 2.0. A minimum 2.50 GPA in upper 300/400 level foundation core and concentration courses is required to graduate.

Required Upper-Level Foundation Courses	Frequency	Prerequisites
QM 319-Operations Management	(F, Sp)	QM 210, MATH 112
MIS 320-Management Information Systems	(F, Sp)	ACCT 201
FIN 330-Managerial Finance	(F, Sp)	ACCT 201, QM 210 or MATH 309, ECON 121
MGT 349-Organizational Behavior	(F, Sp)	Jr. or Sr. Standing
MKT 350-Marketing Principles	(F, Sp)	ECON 120
BUS 495-Strategic Management	(F, Sp)	Sr. Standing, FIN 330, MKT 350, MGT 349
Required Finance Courses		
FIN 335-Investments	(F)	QM 310, FIN 330
FIN 336-Management of Financial Institutions	(Sp)	QM 310, FIN 330 or concurrent registration
FIN 431-Advanced Managerial Finance	(F)	QM 310, FIN 330
Elective Finance Courses - (Choose 2) *At least one of the two courses must be from FIN 332, 433, 435 or 437.		
ECON 366-Money and Banking	(F)	ECON 120, ECON 121
ACCT 301-Intermediate Accounting I	(F)	ACCT 201, FIN 330 or concurrent registration
FIN 332* - Working Capital Management	(Occasionally)	FIN 330
FIN 433* - Futures and Options	(Occasionally)	FIN 335
FIN 435* -Security Analysis/Portfolio Management	(Sp)	FIN 335
FIN 437* -International Financial Management	(Sp)	FIN 330

For more information, please call the UW-Parkside School of Business and Technology Academic Advisor at

262-595-2449, or visit: <http://www.uwp.edu> Keyword: Business.

BUSINESS MANAGEMENT WITH GENERAL BUSINESS CONCENTRATION

Fundamental Business Preparation	31 Credits - 27 credits are fulfilled by Agreement – see page 6
Upper Level Foundation Core	21 Credits
Concentration	<u>15 Credits</u>
Total remaining in concentration	41 credits

FOUNDATION CORE AND GENERAL BUSINESS CONCENTRATION REQUIREMENTS

Prerequisites for all 300 and 400 level courses: declared Business Major with junior standing (54 credits), completion of all pre-business courses with C or better, all individual course prerequisites, and an overall UW-Parkside GPA of 2.0. A minimum 2.50 GPA in upper 300/400 level foundation core and concentration courses is required to graduate.

Required Upper-Level Foundation Courses	Frequency	Prerequisites
QM 319-Operations Management	(F, Sp)	QM 210, MATH 112
MIS 320-Management Information Systems	(F, Sp)	ACCT 201
FIN 330-Managerial Finance	(F, Sp)	ACCT 201, QM 210 or MATH 309, ECON 121
HRM 343-Human Resource Management	(F, Sp)	Jr. or Sr. Standing
MGT 349-Organizational Behavior	(F, Sp)	Jr. or Sr. Standing
MKT 350-Marketing Principles	(F, Sp)	ECON 120
BUS 495-Strategic Management	(F, Sp)	Sr. Standing, FIN 330, MKT 350, MGT 349
General Business Courses		
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 and RLST. The combined credits for Internship (494) and independent Study (499) across all business disciplines cannot exceed 6 credits. Non-business courses may not be used towards the concentration.		

For more information, please call the UW-Parkside School of Business and Technology Academic Advisor at

262-595-2449, or visit: <http://www.uwp.edu> Keyword: Business.

BUSINESS MANAGEMENT WITH HUMAN RESOURCES CONCENTRATION

Fundamental Business Preparation	31 Credits - 27 credits are fulfilled by Agreement – see page 6
Upper Level Foundation Core	21 Credits
Concentration	<u>12 Credits</u>
Total remaining in concentration	38 credits

UPPER LEVEL FOUNDATION CORE AND REQUIRED HUMAN RESOURCES CONCENTRATION

Prerequisites for all 300 and 400 level courses: declared Business Major with junior standing (54 credits), completion of all pre-business courses with C or better, all individual course prerequisites, and an overall UW-Parkside GPA of 2.0. A minimum 2.50 GPA in upper 300/400 level foundation core and concentration courses is required to graduate.

Required Upper-Level Foundation Courses	Frequency	Prerequisites
QM 319-Operations Management	(F, Sp)	QM 210, MATH 112
MIS 320-Management Information Systems	(F, Sp)	ACCT 201
FIN 330-Managerial Finance	(F, Sp)	ACCT 201, QM 210 or MATH 309, ECON 121
MGT 349-Organizational Behavior	(F, Sp)	Jr. or Sr. Standing
MKT 350- Marketing Principles	(F, Sp)	ECON 120
BUS 495-Strategic Management	(F, Sp)	Sr. Standing, FIN 330, MKT 350, MGT 349
HRM 343-Human Resource Management	(F, Sp)	Jr. or Sr. Standing
Required Human Resources Courses (Choose 2)		
HRM 441 – Staffing Organizations	(Sp)	HRM 343, QM 210
HRM 442 – Improving Employee Performance	(F)	HRM 343, MGT 349
HRM 444 – Compensation and Benefits	(F)	HRM 343
<i>Students who choose to take HRM 441, 442, and 444 may count one of them as an elective. (Non-business electives may not be used toward the general business concentration.)</i>		
Elective Human Resources Courses (Choose 2)		
HRM 490 – Special Topics	Occasionally	Dependent on subject matter
HRM 494 – Internship in Human Resources	(F, Sp, Sum)	Approval by faculty member
HRM 499 – Independent Study	(F, Sp, Sum)	Approval by faculty member
MGT 446-Global Issues in Management	(Sp)	ECON 121
MGT 447 – Management Techniques	Occasionally	MGT 349
PMGT 342 – Essential Personal Skills for PMGT	Yearly	None
COMM 303 – Organizational Communication	(F)	COMM core courses or consent of instructor
COMM 385 – Strategies for Constructive Dialogue	(Sp)	COMM 285
COMM 485 – Designing Conflict Interventions	(Sp)	COMM 285 & 385
ECON 380 – The Labor Market	Occasionally	ECON 120
POLS 315 – Diversity Law: Tribal Nations	Occasionally	POLS 100 or ETHN minor
PSYC 330 – Interviewing	(Sp)	PSYC 101 & 6 credits in PSYC, SOCA, or Business & consent of instructor
SOCA 371 – Occupations and Professions	Occasionally	SOCA 100 or 101
SOCA 374 – Women and Work	Occasionally	SOCA 100 or 101

For more information, please call the UW-Parkside School of Business and Technology Academic Advisor at 262-595-2449, or visit: <http://www.uwp.edu> Keyword: Business.

BUSINESS MANAGEMENT WITH MARKETING CONCENTRATION

Fundamental Business Preparation	31 Credits - 27 credits are fulfilled by Agreement – see page 6
Foundation Core	18 Credits
Concentration	<u>21 Credits</u>
Total remaining in concentration	44 credits

UPPER LEVEL FOUNDATION CORE AND REQUIRED MARKETING COURSES

Prerequisites for all 300 and 400 level courses: declared Business Major with junior standing (54 credits), completion of all pre-business courses with C or better, all individual course prerequisites, and an overall UW-Parkside GPA of 2.0. A minimum 2.50 GPA in upper 300/400 level foundation core and concentration courses is required to graduate.

Required Upper-Level Foundation Courses	Frequency	Prerequisites
QM 319-Operations Management	(F, Sp)	QM 210, MATH 112
MIS 320-Management Information Systems	(F, Sp)	ACCT 201
FIN 330-Managerial Finance	(F, Sp)	ACCT 201, QM 210 or MATH 309, ECON 121
MGT 349-Organizational Behavior	(F, Sp)	Jr. or Sr. Standing
MKT 350-Marketing Principles	(F, Sp)	ECON 120
BUS 495-Strategic Management	(F, Sp)	Sr. Standing, FIN 330, MKT 350, MGT 349
Required Marketing Courses		
MKT 354 – Marketing Research	(Sp)	MKT 350, QM 310
MKT 355 – Buyer Behavior	(F)	MKT 350
MKT 358 – Promotions Management	(Sp)	MKT 350
MKT 452 – Product Management	(F)	MKT 350
MKT 455 – Marketing Management	(Sp)	MKT 350, MKT 354, MKT 355
Elective Marketing Courses I (Choose 1)		
MKT 456 – Marketing Projects	(F)	MKT 350, MKT 355 and MKT 354 or consent of instructor
MKT 494 – Internship	(Occasionally)	MKT 350, MKT 355, MKT 354 and consent of the instructor
MKT 499 – Independent Study	(Occasionally)	MKT 350, MKT 354, MKT 355 and consent of the instructor
Elective Marketing Courses II (Choose 1)		
MKT 356 – International Marketing	(Occasionally)	MKT 350, MKT 354, MKT 355 or consent of instructor
MKT 458 – Personal Selling	(F)	MKT 350
MKT 490 – Special Topics in Marketing	(Occasionally)	Depends on subject matter

For more information please call the UW-Parkside School of Business and Technology Academic Advisor at: 262-595-2449 or visit: <http://www.uwp.edu> Keyword: Business

MANAGEMENT INFORMATION SYSTEMS MAJOR

Fundamental Business Preparation	31 Credits - 27 credits are fulfilled by Agreement – see page 6
Upper Level Foundation Core	15 Credits
MIS Courses	27 Credits
Total remaining in concentration	47 credits

UPPER LEVEL FOUNDATION CORE AND MANAGEMENT INFORMATION SYSTEMS MAJOR REQUIREMENTS

Prerequisites for all 300 and 400 level courses: declared Management Information Systems Major with junior standing (54 credits), completion of all pre-business courses with C or better, all individual course prerequisites, and an overall UW-Parkside GPA of 2.0. A minimum 2.50 GPA in upper 300/400 level foundation core and concentration courses is required to graduate.

Required Upper-Level Foundation Courses	Frequency	Prerequisites
QM 319-Operations Management	(F, Sp)	QM 210, MATH 112
FIN 330-Managerial Finance	(F, Sp)	ACCT 201, QM 210 or MATH 309, ECON 121
MGT 349-Organizational Behavior	(F, Sp)	Jr. or Sr. Standing
MKT 350-Marketing Principles	(F, Sp)	ECON 120
BUS 495-Strategic Management	(F, Sp)	Sr. Standing, FIN 330, MKT 350, MGT 349
Required MIS Courses		
MIS 220 – Information Technology Foundations	(Sp)	MATH 111
MIS 221 – Business Programming	(F, Sp)	MATH 111
MIS 322 – Business Programming II	(F)	MIS 220, MIS 221
MIS 327 – Business Data Communication	(F)	None
MIS 328 – Database Management System	(F)	MIS 221
MIS 425 – System Analysis and Design	(Sp)	MIS 322, MIS 328
MIS 428 – IS Planning and Project Management	(Sp)	MIS 425 (or concurrent enrollment)
Elective MIS Track (Choose 2 courses from one of the tracks described below)		
<i>Students must choose one of the MIS tracks or consult with their adviser for additional options. Any student who completes a certificate in project management, web design, security, or Unix is exempt from completing the MIS track requirements.</i>		
Track	Courses	
Web Design	Choose 2 from: CSCI 220: Web Concepts I, MIS 422: Internet Programming, MIS 429: E-Business, CSCI 322: Web Concepts II (6 credits)	
Software Design	Choose 2 from: MIS 422: Internet Programming, MIS 426: Field Project, CSCI 322: Web Concepts II, CSCI 340: Data Structures and Algorithm Design (6 credits)	
Network & Infrastructure	Choose 2 from: MIS 424: Advanced Business Data Communications, CSCI 275: Unix Concepts and Tools, CSCI 375: Unix Systems Administration, CSCI 478: Network Security (5-6 credits)	
Project Management	Choose 2 from: PMGT 341: Basics of Project Management, PMGT 342: Essential Personal Skills for Project Management, MIS 426: Field Project (6 credits)	
E-Business	6 credits: MKT 356: International Marketing, MIS 429: e-Business	

For more information, please call the UW-Parkside School of Business and Technology Academic Advisor at 262-595-2449, or visit: <http://www.uwp.edu> Keyword: Business.

2: Requirements for completion of UW-P General University Requirements in addition to the above requirements:

A. General Education:

Students need to make sure they meet the required 12 credits from three different departments in each of the follow categories: Humanities and Arts, Social and Behavioral Sciences and Natural Sciences following the university policy on General Education. Students entering UW-P under this articulation agreement will meet the General Education requirements as follows:

General Education Requirements	Fulfilled by Agreement	Credits to be completed at UW-P
Humanities and the Arts: 12 credits	9 credits (ENGL 227,HUMA 103 and PHIL 101)	3 credits
Social and Behavioral Science: 12 credits	12 credits (BUS 100; COMM 105, ECON 120, ECON 121 - also required for Business Management OR MIS Major)	0 credits
Natural Science: 12 credits	3 credits (GEOS 103)	9 credits
Diversity requirement: 3 credits	Satisfied by Humanities & Arts – HUMA 103	0 credits
Total	24 credits	12 credits

B. Skills Requirements:

Completion of A. A. S. in Business Management degree fulfills the Reading and Writing skills and the Computational skills requirement via the following courses:
ENG 201 (UWP ENGL 101) and MATH 201 (UWP MATH 112)

C. Information Literacy:

Students need to complete this requirement upon admission to UW-P

D. Foreign Language Requirement:

MATC students need to meet the following UW-P foreign language requirement.

The foreign language requirement can be met under any of the following circumstances.

- Students who completed a minimum of two years of one second language at a secondary school with a final grade of C or better (grade of C-minus is not acceptable) in the last course taken.
- Students who completed one high school unit and one college semester in the same language, provided that the college course is at least on the second-semester level.
- Students who are heritage speakers in a language taught at UW-Parkside or who have informally learned a language taught at UW-Parkside can meet the foreign language requirement if they take the UW System placement test and place into the equivalent of the third semester (intermediate level) or above.
- Students who are heritage speakers in a language not taught at UW-Parkside or who have informally learned a language not taught at UW-Parkside can meet the foreign language requirement upon certification at the intermediate level through the American Council on the Teaching of Foreign Languages (ACTFL).

- Students who have graduated from a foreign secondary school with a curriculum taught in the language native to that country, other than English, will be considered to have met the foreign language requirement.
- International students from countries where English is not the primary language are considered to have met the foreign language requirement when they meet the required standard of English competency at the time of admission through the appropriate Test of English as a Foreign Language (TOEFL) score.

Placement Tests for Foreign Language Courses

UW-Parkside uses the UW System Foreign Language Placement Tests in French, German, and Spanish to place students into the appropriate course level of their selected foreign language. Tests are administered throughout the year; specific testing dates and information are available at the Learning Assistance Department. Students who place into language courses numbered 104 (beginning level 2) or 204 (intermediate level 4) are advised to audit 103 or 203, respectively, in the fall and then take 104 or 204 in the spring. Students cannot begin language study (103 or 203) during the spring semester.

Retroactive Credits in Foreign Language

The Modern Language Placement Test is required for any UW-Parkside student who wishes to receive college credit for language competency reached in high school. Students may earn up to 16 retroactive credits, four for each of the first four semesters of language study, if: a) they completed the previous course work in a United States high school, b) they enroll in the college course into which they place, and c) they complete the course with a grade of B-minus or better. In order to be granted retroactive credit, the student must submit an application to the Advising Center at the end of the appropriate college semester.

Retroactive Credit in Foreign Language for Transfer Students

UW-Parkside will accept retroactive credit for foreign language if it was granted by another UW System institution and is documented on the student's UW System transcript. Students or advisers with questions about an individual situation should contact the chair of the Modern Languages Department. Advanced students in a foreign language should consult with an adviser in the Modern Languages Department.

E. TOTAL CREDITS AND GPA REQUIREMENTS

A total of 120 credits will be required to graduate with a minimum overall GPA requirement of 2.00. The Business Management Major or Management Information Systems Major requires a C or better in all lower level foundation and preparation courses and an overall GPA of 2.5 in upper level (300-400) foundation and concentration courses.

UW and MATC Institution Approvals (signatures of institutional representatives including departmental representatives and campus leadership)

UW-Parkside Signatures

 8/16/10

Deborah Ford Date
Chancellor, UW-Parkside

 8/16/10

Teresa Brown Date
Vice Chancellor/Provost, UW-Parkside

 8/16/10

Fred Ebeid Date
Dean, School of Business & Technology

 8-16-10

Dennis Rome Date
Interim Associate Provost

MATC Signatures

 4/9/11

Michael L. Burke Date
President

 6-8-11

Vicki J. Martin Date
Executive Vice President/Provost

 6/8/11

Al Pickney Date
Interim Vice President, Student Services

 6/7/11

Mohammad Dakwar Date
Interim Dean, Business