



**PROGRAM TO PROGRAM ARTICULATION AGREEMENT**  
**University of Wisconsin – Stevens Point (UWSP)**  
**College of Professional Studies**  
**Sentry School of Business and Economics**  
**Management Program**  
 and  
**Midstate Technical College (MSTC)**  
**Business Management Program**

**Effective Date:** July 1, 2024

**MSTC Associate Degree:** Associate Degree, Business Management

**UWSP Baccalaureate Degree:** Bachelor of Science Degree, Management

**Purpose:**

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

**Transfer Courses: (Total 64-65 credits)**

UWSP COURSE	MSTC BUSINESS MANAGEMENT COURSE	Credits Granted
<b>GENERAL EDUCATION</b>		
English 101 – Academic Reading and Writing (WC) (3 cr.)	10801136 - English Composition 1 (3 cr.) OR 10801195 Written Communication	3
Psych 110 – Intro to Psychology (SS) OR Human Dev 265 – Human Growth and Development (WLN) (3 cr.)	10809198 – Intro to Psychology OR 10809188 – Developmental Psychology (3 cr.)	3
Comm 101 – Fund. Of Oral Communication (CT) (3 cr.) OR Comm 180 – Fdns of Workplace Communication (CT) (3 cr.)	10801198 – Speech (3 cr.) OR 10801196 – Oral/Interpersonal Communication (3 cr.)	3
Poli Sci 101 – American Politics (SS & USD) (3 cr.) Social Science / U.S. Diversity Course (SS & USD) (3 cr.) Soc 101 – Intro to Sociology (SS & USD) (3 cr.)	10809122 – Intro to American Government (3 cr.) OR 10809172 – Intro to Diversity Studies (3 cr.) OR 10809196 – Intro to Sociology (3 cr.)	3
		<b>12 credits</b>
<b>MANAGEMENT MAJOR</b>		
<b>SENTRY SCHOOL CORE COURSES</b>		
Math 255 – Elementary Statistical Methods (QL) (3 cr.) OR Math 95/107 – Interm. Algebra/Algebra for Pre-Calculus) (4 cr.) Math 90 – Beginning Algebra (3 cr.)	10804189 – Introductory Statistics (3 cr.) OR 10804118 – Intermediate Algebra with Apps (4 cr.) OR 10804107 – College Mathematics (3 cr.)	3-4
Business 100 – Introduction to Business (1 cr.)	10102101 – Intro to Business (3 cr.)	3
Economics 110 – Principles of Macroeconomics (3 cr.)	10809195 – Economics (3 cr.)	3
Business 325 – Organizational Behavior (3 cr.)	10102138 – Organizational Behavior (3 cr.) OR 10196190 – Leadership Development (3 cr.)	3
Business 330 – Principles of Marketing (3 cr.)	10104102 – Marketing Principles (3 cr.)	3
Business 340 – Business Law and Ethics (3 cr.)	10102104 – Business Law	3
		<b>18-19</b>
<b>MANAGEMENT CORE COURSES</b>		



Business 324 – Human Resource Management (3 cr.)	10196193 – Human Resource Management (3 cr.)	3
		<b>3 credits</b>
<b>MANAGEMENT ELECTIVES</b>		
Bus 3xx – Team Building and Problem Solving (3 cr.)	10196189 – Team Building and Problem Solving (3 cr.)	3
Bus 3xx – Managing for Quality (3 cr.)	10196192 – Managing for Quality (3 cr.)	3
		<b>6 credits</b>
<b>GENERAL BUSINESS ELECTIVES</b>		
Bus 2xx – Quality Customer Service (3 cr.)	10106106 – Quality Customer Service (3 cr.)	3
Bus 3xx – Business Decision Making (3 cr.)	10102160 – Business Decision Making (3 cr.)	3
		<b>6 credits</b>
<b>GENERAL UWSP ELECTIVES</b>		
Bus 1xx – Microsoft Office Introduction (3 cr.)	10103106 – Microsoft Office Introduction (3 cr.)	3
Bus 2xx – Finance and Budgeting (3 cr.) OR Bus 2xx – Accounting 1 (3 cr.)	10102121 – Finance and Budgeting (3 cr.) 10101140 – Accounting 1 (3 cr.)	3
Bus 2xx – Professional Business Skills (3 cr.)	10106190 – Professional Business Skills (3 cr.)	3
Bus 2xx – Employment Law (3 cr.)	10102110 – Employment Law (3 cr.)	3
Bus 3xx – Supervision (3 cr.)	10196191 – Supervision (3 cr.)	3
Bus 2xx – General UWSP Business Elective (4 cr.)	10102231 – Business Networking (1 cr.) AND 10102230 – Business Communities (1 cr.) AND 10102233 – Negotiation Skills (1 cr.) AND 10102232 – Entrepreneurial Foundations (1 cr.)	4
		<b>19 credits</b>
	<b>TOTAL TRANSFERRED CREDITS</b>	<b>64-65 credits</b>

**REQUIRED COURSES: (Total 65-73 credits)**

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

UWSP REQUIREMENT	UWSP COURSE	Credits
<b>GENERAL EDUCATION</b>		
Written Communication (WC)	English 202 – Academic Writing and Research	3
Arts (ART)	Choose from designated classes	3
Humanities (HU)	Choose from designated classes	3
Historical Perspectives (HP)	Choose from designated classes	3
Natural Sciences (NS)	Choose from designated classes	3
Wellness (WLN)**	Choose from designated classes**	1-3
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
		<b>19-27 credits</b>
<b>MANAGEMENT MAJOR</b>		
Math for Social Sciences or Applied Calculus	Math 109 or 111*	4
Introductory Financial Accounting	Accounting 210	3
Introductory Managerial Accounting	Accounting 211	3
Principles of Microeconomics (SS)	Economics 111	3
Writing and Presenting for Business	Business 201	3
Building Relationships for Business	Business 301	3
Principles of Finance	Business 350	3
Principles of Production	Business 360	3
Management Information Systems	Business 370	3



Principles of Business Analytics	Business 380	3
Strategic Management	Business 480	3
Internship	Acct 497, Bus 497, or Econ 497	3
		<b>37 credits</b>
<b>MANAGEMENT CORE</b>		
Business Leadership for Managers	Business 322	3
Managing Global Organizations	Business 327	3
		<b>6 credits</b>
<b>MANAGEMENT ELECTIVES</b>		
Focused Management Elective	Choose from Designated Course	3
		<b>3 credits</b>
	<b>TOTAL REMAINING CREDITS</b>	<b>65-73 credits</b>

\* Will need to test in or take pre-requisite

\*\*Wellness class needed only if Developmental Psychology was not taken through MSTC.

***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 credits.***

**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, Sentry School of Business and Economics.
2. The acceptance of credits applies only to this Program-to-Program Articulation.
3. For acceptance of equivalent courses, Mid-State 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 1<sup>st</sup> day of July 2024 and shall automatically renew on each July 1, for an additional year, unless terminated through written notice by either Party to this Agreement.