

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

**Effective Date:** July 1, 2024

**NTC Associate Degree:** Associate Degree, Business Management

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

**Purpose:**

This articulation agreement provides the opportunity for NTC 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 57 credits)**

UWSP COURSE	NTC BUSINESS MANAGEMENT COURSE	Credits Granted
GENERAL EDUCATION		
English 101 or 150 – Freshmen English (3 cr.)	10801195 – Written Comm. (3 cr.) OR 10801136 - English Comp. 1 (3 cr.)	3
Phil 101 - Humanities (HU) (3 cr.) OR Elect - Social Science / U.S. Diversity (SS) (USD) (3 cr.)	10809166 – Intro to Ethics: Theory and Application (3 cr.) OR 10809172 - Intro to Diversity Studies (3 cr.)	3
Pscy 110 (SS) (3 cr.) OR Elect - Social Science (SS) (3 cr.)	10809198 – Intro to Psych. (3 cr.) OR 10809199 – Psych of Human Rel. (3 cr.)	3
Comm 180 – Foundations of Workplace Comm (3 cr.)	10801196 - Oral/Interpersonal Communications (3 cr.)	3
		<b>12 credits</b>
<b>MANAGEMENT MAJOR</b>		
BUSINESS CORE COURSES		
Business 100 – Introduction to Business (1 cr.)	10102124 – Introduction to Business (3 cr.)	3
Economics 111 – Principles of Microeconomics (SS) (3 cr.)	10809143 – Microeconomics (3 cr.)	3
Business 325 – Organizational Behavior (3 cr.)	10196191 – Management Principles (3 cr.)	3
Business 330 – Principles of Marketing (3 cr.)	10104172 – Marketing Principles (3 cr.)	3
Business 340 – Business Law and Ethics	10102160 – Business Law I	3
Business 370 – Management Information Systems (3 cr.)	10182142 - Fundamentals of Supply Chain Mgmt (3 cr.)	3
MANAGEMENT CORE		
Business 324 – Human Resource Management	10196193 – Managing Human Res & Labor Relations (3 cr.)	3
MANAGEMENT ELECTIVES		
Business 329 – Project Management (3 cr.)	10196188 – Project Management (3 cr.)	3
GENERAL BUSINESS ELECTIVES		
Bus 3xx – Intro to International Business (3 cr.)	10102201 – Intro to International Business (3 cr.)	3
		<b>27 credits</b>
GENERAL UWSP ELECTIVES		

Bus 1xx – Accounting I (3 cr.)	10101111 Accounting I (4 cr.)	3
Bus 2xx – The Branch (3 cr.) OR	10102200 – The Branch (3 cr.) OR	3
Bus 2xx – Business Management Capstone (3 cr.)	10102203 – Business Management Capstone (3 cr.)	
Bus 1xx – Excel Level 1 (1 cr.)	10103242 – Excel Level 1 (1 cr.)	1
Bus 1xx – Business Management Program Foundations (1 cr.)	10102205 – Business Management Program Foundations (1 cr.)	1
Bus 1xx – Word Level 1 (1 cr.)	10103243 – Word Level 1 (1 cr.)	1
Bus 2xx – Team Building and Problem Solving (3 cr.)	10196189 – Team Building and Problem Solving (3 cr.)	3
Bus 2xx – Business Finance (3 cr.)	10102202 – Business Finance (3 cr.)	3
Bus 2xx – Business Analytics (3 cr.)	10102204 – Business Analytics (3 cr.)	3
		<b>18 credits</b>
	<b>TOTAL TRANSFERRED CREDITS</b>	<b>57</b>

### REQUIRED COURSES: (Total 66-72 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	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
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
		<b>16-22 credits</b>
<b>MANAGEMENT MAJOR</b>		
<b>BUSINESS CORE COURSES</b>		
Math for Social Sciences or Applied Calculus	Math 109 or 111*	4
Elementary Statistical Methods (QL)	Math 255	4
Principles of Macroeconomics (SS)	Econ 110	3
Principles of Financial Accounting	Acct 210	3
Principles to Managerial Accounting	Acct 211	3
Writing and Presenting for Business	Bus 201	3
Building Relationships for Business	Bus 301	3
Principles of Finance	Bus 350	3
Principles of Production	Bus 360	3
Principles of Business Analytics	Bus 380	3
Internship (EL)	Bus 497	3
Management Capstone	Bus 480	3
<b>MANAGEMENT CORE</b>		
Business Leadership for Managers	Bus 322	3
Organizational Theory	Bus 326	3
<b>MANAGEMENT ELECTIVES</b>		
Focused Management Elective	Choose from designated classes	3
Focused Management Elective	Choose from designated classes	3
<b>BUSINESS ADMINISTRATION ELECTIVES</b>		

Choose from 200-400 level ACCT, BUS, or ECON courses	See course catalog and semester timetable for options	3
		<b>53 credits</b>
	<b>TOTAL REMAINING CREDITS</b>	<b>69-75</b>

\* 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, 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, NTC 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.
5. On an annual basis the UWSP Sentry School of Business and Economics will receive contact information for students enrolled in the Northcentral Technical College Business Management program in order for the Sentry School of Business and Economics to provide advice on transferring into UWSP and the Management program.