



Business Management

Associate of Applied Science
Curriculum Year 2024-25

Business Administration

Bachelor of Science- General Business
Administration Concentration

Effective Date: September 1, 2024

The purpose of this program-to-program transfer agreement is to provide a seamless transfer opportunity for learners at Nicolet College who desire further education to enter the University of Wisconsin-Parkside. Through the collaborative efforts of faculty, student services, and administration, learners will encounter a clear path to reach their educational goals.

Learners who successfully complete the **Associate of Applied Science in Business Management** at Nicolet College and who meet the admission requirements of the University of Wisconsin-Parkside and other conditions specified in this agreement will be admitted to the Flexible option **Business Administration major- General Business Administration Concentration** with up to 60 credits toward a **Bachelor of Science** degree.

PROVISIONS OF THE AGREEMENT:

1. **Admission and Eligibility.** It is the learner's responsibility to demonstrate fulfillment of the current admission requirements of UW-Parkside at the time of entry. The agreement is valid for students who started their program after the effective date and have successfully completed all A.A.S. degree requirements in Business Management at Nicolet College.
2. **Advising.** UW-Parkside and Nicolet College will provide academic advising to Nicolet College learners inquiring about UW-Parkside programs. Learners will be connected with a UW-Parkside advisor prior to transfer. UW-Parkside and will share materials, catalogs, and other information to facilitate their understanding of requirements and programs. Nicolet College will assist the UW-Parkside Admission Office in arranging recruitment events on its campuses.
3. **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.
4. **Accreditation.** Both parties agree that failure to maintain regional accreditation will be grounds for termination of the agreement. Failure to maintain accreditation required by the specific academic program(s) referenced in this agreement will be grounds for exclusion of that program from the agreement.
5. **Tracking of Use.** If possible, Nicolet College will provide UW-Parkside Admissions with the names of students planning to complete the articulation agreement with the intent to transfer to UW-Parkside. This will allow UW-Parkside to plan for the admission, advising and orientation of these transfer students. Nicolet College also desires to track the use of articulation agreements by students. If possible, UW-Parkside will provide information annually about who matriculated to UW-Parkside.
6. **Periodic Review.** Nicolet College and UW-Parkside will collaboratively review and approve articulation agreements on a three-year cycle, starting September 1, 2026, or earlier if there is substantial program change (e.g. 20 % change in program). Each institution agrees to notify the other of significant curricular or policy changes in a timely manner. Annually, programs will review agreements and notify the respective Provost office of minor program updates.
7. **Cancellation.** Both parties agree to provide at least one hundred eighty (180) days' advance written notification of their intent to cancel this agreement. Nicolet College students who apply to UW-Parkside prior to the cancellation date will be permitted to transfer credits under the agreement terms.
8. **Conditions:** Conditions requested by the receiving institution are listed on the following pages. The University of Wisconsin-Parkside and Nicolet College 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 program or college advisor to stay informed of changes, as final responsibility for verifying information rests with the student.

Program to Program Transfer Table				
AAS in Business Management- BS in Business Administration				
DEGREE REQUIREMENTS	NICOLET COLLEGE COURSE	CR	UWP COURSE	CR
University Requirements				
WRITING/READING	10801195 Written Communication	3	ENGL 101 Composition and Reading	
COMPUTATIONAL	20804220 Intermediate Algebra or 10804118 Intermediate Algebra with Applications <i>NOTE: This math course is different from the math course required in the program.</i>	4	MATH 111 College Algebra	
GE: HU (12 CREDITS)				
#1	20810201 Fundamentals of Speech	3	COMM 105 Public Speaking for the 21 st Century	
#2			Various Options	3
#3			Various Options	3
#4			Various Options	3
GE:SB (12 CREDITS)				
#1	10809199 Psychology of Human Relations or 20809251 Introduction to Psychology	3	Gen Ed (SB) or Psyc 101 Introduction to Psychological Science	
#2	20809287 Principles of Microeconomics <i>NOTE: This course is different from the ECON course in the program.</i>	3	ECON 120 Principles of Microeconomics (satisfies Business Economic I Competency Area)	
#3	10102101 Introduction to Business 10102192 Business Internship	3	BUS 100 Introduction to Business*	
#4	Program Elective. <i>NOTE: Work with academic advisor to select a course that meets a GNED requirement.</i>	3		
GE: NS (12 CREDITS)				
#1			Various Options	3
#2			Various Options	3
#3			Various Options	3
#4			Various Options	3
Ethnic Diversity	Select a GNED course that will meet the DV requirement			
Major Requirements				
	10801197 Technical Reporting	3	ENGL 202 Technical Writing (satisfies BAOS 300x requirement in Information Systems & Business Statistics competency areas)	
	10102108 Operations Management Role & History 10102109 Operations Management Business Operations 101102111 Operations Management Global business	1 1 1	Operations Management BAOS 320x Evaluating Competitive Priorities	
	10151105 Digital Literacy with Cyber Security	1	Information Systems BAOS 303x Enterprise Systems & E-Commerce	

	10104101 Marketing Fundamentals	2	Marketing BAMS 300x Mktg Foundations Concepts & Apps	
	10104105 Marketing Plan Development	1	Elective	
	10102113 HR Roles and Laws 10102116 HR Recruitment 10102118 HR Employee Evaluation	1 1 1	Human Resource Management BALM 300x Introduction to the HRM Function	
	10196175 Leadership Change Management 10196180 Leadership Team Development 10196185 Leadership Employee Coaching 10196160 Leadership Qualities of Leaders 10196165 Leadership Emotional Intelligence 10196170 Leadership Organizational Culture	1 1 1 1 1 1	Organizational Behavior & Leadership BALM 310x Organizational Behavior & Leadership	
	10102201 Business Law Foundation and Torts 10102205 Business Law Contracts 10102221 Business Law Entities and Real Property	1 1 1	Business Law and Ethics BALM 200x Analysis of Selected Organizations Navigation of Law & Ethics	
	10102220 Strategic Mgt Vision & Innovation 10102225 Strategic Mgt Analysis of Competition 10102223 Strategic Mgt Social Responsibility	1 1 1	Strategic Management BALM 400x Strategic Management	
	10102240 Business Finance Financial Statements and Budgeting	2	Finance BAEF 300x Capital Budgeting Techniques	
	10102245 Business Finance Personal Finance	1	Finance BAEF 302x Business Finance Ratio Analysis	
			BUSINESS ECONOMICS II BAEF 110x Government Budget Process BAEF 111x Business Cycle Analysis	3
			BUSINESS STATISTICS BAMA 300x Business Analytics I BAMA 301x Business Analytics II	4
			FINANCE BAEF 301x Stock Market Performance	1
			FINANCIAL ACCOUNTING BAEF 200x The Language of Business BAEF 201x Ethics and Internal Controls	3
			INFORMATION SYSTEMS BAOS 302x Building Competitive Advantage	1
			INTEGRATIVE CAPSTONE BALM 410x Designing Solutions for Bus Challenges	4
	10101102 Intro to Accounting	1	BAEF 210X Cost Accounting Fundamentals and Applications	
			MANAGERIAL ACCOUNTING BAEF 211x Master Budget Variance Analysis	2

			BAEF 212xx Using Managerial Accounting Info for Decision Making	
			MARKETING BAMS 301x Marketing Plan	2
			OPERATIONS MANAGEMENT BAOS 321X Improving Productivity in Operations	2
			SUPPLY CHAIN BAOS 400x Foundational Concepts BAOS 401x Sourcing & Supplier Mgt Strategies BAOS 402x Inventory Mgt and Distribution	3
General Business Administration Concentration Requirements				
			GLOBAL BUSINESS BAOS 310x Reshoring Product Manufacturing BAOS 311x Issues in Doing Business Globally	3
			PROJECT MANAGEMENT BALM 320x Project Plan, Req, & Stakeholder Mgt BALM 321x Project Budget, Sched, Qlty & Risk Mgt\	3
			SALES BAMS 310x Sales Concepts & Application BAMS 311x Sales & Sales Territory Mgt Practicum	3
			INFORMATION SYSTEMS BAOS 301x Database Design & Development	2
General Electives				
	10145101 Entrepreneurship Fundamentals	1	1XX General Elective	
	10145100 Entrepreneurship Business Plan Dev	2	1XX General Elective	
	10102106 Business Program Orientation	1	UWP 111 Freshman Seminar	
	10890103 Professional Career Management	1	UWP 293 Career Exploration and Professional Development	
	10103155 Quick Books 10103115 MS Word Beginning 10103126 MS Excel Beginning 10103141 MS PowerPoint Beginning	NC		
	10102121 Customer Service	NC		
			General Elective	3
			General Elective	3
TOTAL CREDITS		57		66
TOTAL DEGREE CREDITS				123

Designations GE:HU - General Education Course Humanities and the Arts
GE:SB - General Education Course Social and Behavioral Science
GE: NS -General Education Course Natural Science

*Equivalent in this agreement only

OFFICIAL CONTACT PERSONS:

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SIGNATURES

This agreement signed and dated 2/15/2024 has been reviewed and approved by both institutions for the term

DocuSigned by:
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Katie Ferrel, President
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