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DEGREE COMPLETION PROGRAM TO PROGRAM AGREEMENT

BETWEEN

GATEWAY TECHNICAL COLLEGE

AND

UNIVERSITY OF WISCONSIN PARKSIDE (UW-P)

Effective September 1, 2013

The purpose of this degree completion agreement is to provide improved transfer opportunities for learners at Gateway Technical College (Gateway) who desire further education to enter the University of Wisconsin-Parkside (UW-P). Through the collaborative efforts of faculty, student services, and administration, learners will encounter a clear path to reach their educational goals. Since there are courses that are common to both institutions, a rationale exists to create an agreement for seamless transfer and assist the Gateway student in acquiring a baccalaureate degree at UW-Parkside under conditions listed below.

Learners who successfully complete the following Gateway degree:

**ASSOCIATE OF APPLIED SCIENCE (A.A.S.) IN
MARKETING BUSINESS TO BUSINESS**

And who meet the admission requirements of the University of Wisconsin-Parkside and other conditions specified in this agreement will be admitted with up to 54 credits toward a:

**BACHELOR OF SCIENCE (B.S.) DEGREE
WITH MAJORS IN
ACCOUNTING, MANAGEMENT INFORMATION SYSTEMS (MIS),
AND BUSINESS MANAGEMENT**

**(Business Management Major includes concentration options in
General Business, Finance, Human Resources, and Marketing)**

PROVISIONS OF THIS AGREEMENT:

1. **Admission.** It is the learner's responsibility to demonstrate fulfillment of the current admission requirements of UW-P at the time of entry.
2. **Advising.** UW-P and Gateway will provide academic advising to Gateway learners inquiring about UW-P programs. Learners will be connected with a UW-P advisor prior to transfer. UW-P and Gateway will share materials, catalogs, and other information to facilitate their understanding of requirements and programs. Gateway will assist UW-P 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, Gateway will provide UW-P admission office the names of students following the articulation agreement and will transfer to UW-P. This will allow UW-P to plan for the admission, advising and orientation of these transfer students. Gateway also desires to track the use of articulation agreements by students. If possible, UW-P will send Gateway the total number of credits transferred from Gateway annually or other data that can be conveniently produced.
6. **Periodic Review.** Gateway and UW-P will collaboratively review the articulation agreements on a three-year cycle, starting September 1, 2016 or earlier if curricular or institutional policy changes warrant. Each institution agrees to notify the other of significant curricular or policy changes in a timely manner.
7. **Cancellation.** Both parties agree to provide at least one-hundred eighty (180) days' advance written notification of their intent to cancel this agreement. Gateway students who apply to UW-P prior to the cancellation date will be permitted to transfer credits under the agreement terms.
8. Any conditions requested by Receiving Institution as listed on the next page.

The University of Wisconsin-Parkside (UW-P) and Gateway Technical College (Gateway) 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 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, Gateway: Manoj Babu, Babum@gtc.edu or 262.741.8440

Specifications for
BACHELOR OF SCIENCE (B.S.) DEGREE
WITH MAJORS IN ACCOUNTING, MANAGEMENT INFORMATION SYSTEMS (MIS),
AND BUSINESS MANAGEMENT
(Business Management Major includes concentration options in
General Business, Finance, Human Resources, and Marketing)

(Some of these requirements will have been met in part by coursework completed at Gateway under the agreement)

A. [General Education and Diversity Requirement:](#)

Students entering UW-P 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 A.A.S. in the Business Management program at Gateway completes the Reading and Writing skills and the Computational skills requirements via the following courses: 801-195 or 801-136 for UW-P ENGL 101 and 804-115 for UW-P MATH 112.

C. Information Literacy:

Students need to complete this requirement within the first 60 credits at UW-P. See <http://libguides.uwp.edu/infolit> for more information. Note: the expectation is for the student to complete this in their first semester at UW-P.

D. Foreign Language Requirement:

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

E. Total Credits and GPA Graduation Requirements

A total of 120 credits will be required to graduate with a minimum overall GPA requirement of 2.00. The Accounting, MIS, and Business Management Majors require a C or better in all lower level foundation and preparation courses; an overall GPA of 2.5 in upper level (300-400) foundation and concentration courses is also required.

**Transfer Guide Sheet for Courses from Gateway A.A.S. in Marketing Business to Business
To UW-Parkside Majors in Accounting, MIS, and Business Management.
The Business Management Major includes concentration options in:
Finance, General Business, Human Resources, and Marketing**

* SB GenEd Cr = Social & Behavioral General Education Credit; NS GenEd Cr – Natural Science General Education Credit; HU GenEd Cr = Humanities and Fine Arts Credit ** = Course requires a grade of C or better to fulfill requirement

Gateway Course	Required Course Name	Gateway Credits		UW-P Course	Course Name	UW-P Credits Awarded
					<i>Credits toward Accounting, MIS, and Business Management Majors</i>	
104-101	Marketing Principles	3			Does not transfer	None
103-143	Computers for Professionals	3			Does not transfer	None
104-105	Marketing Capstone/Internship	3			Does not transfer	None
104-170	Business Purchasing	3			Does not transfer	None
103-103	Microsoft Excel 2	1			Does not transfer	None
104-126	Business Marketing	3			Does not transfer	None
104-194	International Marketing	3			Does not transfer	None
101-114	Accounting Principles	4		ACCT 201	Financial Accounting	4
102-160	Business Law 1 **	3		BUS 272	Legal Environment of Business	3
801-197	Technical Reporting **	3		ENGL 202	Technical Writing	3
Major credit SUBTOTAL						10
					<i>Credits toward Bus. Mgt. major and General Education</i>	
809-143	Microeconomics **	3		ECON 120	Principles of Microeconomics (SB GenEd Cr*)	3
809-144	Macroeconomics **	3		ECON 121	Principles of Macroeconomics (SB GenEd Cr*)	3
801-198	Speech **	3		SPCH 105	Public Speaking (HU GenEd Cr*)	3
Major and General Education SUBTOTAL						9
					<i>Credits toward UW-P Skill Requirements</i>	
804-115	College Technical Math 1 **	5		MATH 112	College Algebra II	5
801-136	English Composition 1	3		ENGL 101	Composition and Reading	3
UW-P Skill Requirements SUBTOTAL						8
					<i>Credits toward UW-P General Education Requirements</i>	
809-198	Introduction to Psychology	3		PSYC 101	Intro to Psychological Science (SB GenEd Cr*)	3
809-172	Intro to Diversity Studies	3			SB GenEd* also completes Ethnic Diversity Req.	3
806-112	Principles of Sustainability	3			NS GenEd Cr*	3
UW-P General Education SUBTOTAL						9
					<i>General Elective Credits toward UW-P Degree Requirements</i>	
104-104	Selling Principles	3		TRAN 1XX	General Elective	3
104-161	Selling Principles Advanced	3		TRAN 1XX	General Elective	3
104-173	Marketing Research	3		TRAN 1XX	General Elective	3
104-116	Electronic Marketing Social Media	3		TRAN 1XX	General Elective	3
104-172	Marketing Management	3		TRAN 1XX	General Elective	3
104-105	Promotion Principles	3		TRAN 1XX	General Elective	3
General Elective Credits SUBTOTAL						18
Gateway Transferable Credits						54

UW-Parkside Degree Completion Requirements

UW-Parkside Degree Requirements	Gateway courses	Credits Completed at Gateway that count toward degree	Credits to be completed at UW-P	Course/Credit Requirements to be completed at UW-P
Humanities and the Arts: 12 credits (HU)	801-198 Speech	3	9	9 additional Credits in General Education: Humanities and Arts
Social and Behavioral Science: 12 credits (SB)	809-143 Microeconomics 809-144 Macroeconomics 809-172 Intro to Diversity Studies 809-198 Intro to Psychology	12	0	None
Natural Science: 12 credits (NS)	806-112 Principles of Sustainability	3	9	9 additional credits in General Education: Natural Science
Ethnic Diversity requirement: 3 credits	809-172 Intro to Diversity Studies	(part of Social and Behavioral Science)	0	None (completed by 809-172)
English Skill Requirement: ENGL 101	801-136 English Composition 1	3	0	None
Math Skill Requirement: MATH 112	804-115 College Technical Math 1	5	0	None
Foreign Language or other electives			6-8	0-8 Foreign Language Requirement or other electives
Information Literacy			0	On-line Tutorial
Electives	104-104 Selling Principles 104-161 Selling Principles Advanced 104-173 Marketing Research 104-116 Electronic marketing Social Media 104-172 Marketing Management 104-105 Promotion Principles	18	0	
Lower Level Business Management		$24^{**} - 14^{*} = 10$	9	See UW-P Guide sheets for concentration requirements. Visit www.uwp.edu keyword: <i>business</i>
<u>Majors in:</u> - Accounting - Management Info Systems - Business Management with concentrations in: - Finance - General Business - Human Resources - Marketing			42 or 42 or 33 or 36 or 33 or 36	See UW-P Guide sheets for concentration requirements. Visit www.uwp.edu keyword: <i>business</i>
Totals		Approx. 54	66 - 69	Additional credits that may not include foreign language required at UW-Parkside

24** includes the following credits transferring in from Gateway:

Math (5 Cr), Microeconomics (3 Cr), Macroeconomics (3 Cr), Accounting (4 Cr), Business Law (3 Cr), Speech (3 Cr), Tech Writing (3 Cr)

14* includes courses that have already been counted in credit totals (via Math and General Education courses) completed at Gateway:

Math (5 Cr), Microeconomics (3 Cr), Macroeconomics (3 Cr), Speech (3 Cr)

Total Credits and GPA Graduation Requirements

A total of 120 credits will be required to graduate with a minimum overall GPA requirement of 2.00. The Accounting, MIS, and Business Management Majors require a C or better in all lower level foundation and preparation courses; an overall GPA of 2.5 in upper level (300-400) foundation and concentration courses is also required.