

ARTICULATION AGREEMENT
 University of Wisconsin-La Crosse (UWL)
 College of Business Administration
 Accountancy
 Economics
 Finance
 Finance: Risk, Insurance, and Financial Planning concentration
 Information Systems
 Management
 Marketing
 And Western Technical College

Effective Date: July 30, 2019

Western Technical College's Associate of Science-Liberal Arts (ASLA) Degree
 UWL Bachelor of Science Degree: Accountancy, Economics, Finance, Finance: Risk, Insurance, and Financial Planning concentration, Information Systems, Management, or Marketing majors

Purpose:

This articulation agreement provides opportunity for Western Technical College students who are in the ASLA program to be awarded the following equivalent credits upon entry to UWL CBA majors.

Transfer Courses:

General Education (*indicates also Pre-Business course)

Western Technical College	UWL Equivalent
20-801-201 English 1 (3)*	ENG 110 College Writing (GE1) (3)
20-810-201 Public Speaking (3)	CST 110 Communicating Effectively (GE1) (3)
20-804-240 Basic Statistics (4)*	STAT 145 Elementary Statistics (GE2) (4)
20-804-231 Calculus & Analytic Geometry 1 (5)*	MTH 207 Calculus I (GE2) (5)
20-801-212 Ethnic Literature(3) or 20-809-217 Race, Class, Gender (3)	ENG 207 Multicultural Lit of the US (GE3) (3) or ERS 100 Intro to Ethnic & Racial Studies (GE3) (3)
20-803-225 The World in the 20 th Century (3)	HIS 110 World History (GE4) (3)
20-809-211 Principles of Macroeconomics (3)*	ECO 120 Global Macroeconomics (GE4) (3)
20-806-209 College Chemistry I (5) or 20-806-221 College Physics I (5) or 20-806-234 General Biology (4)	CHM 103 General Chemistry I (GE5) (5) or PHYS 103 Fundamental Physics I (GE5) (5) or BIO 105 General Biology (GE5) (4)
20-809-212 Principles of Microeconomics (3)*	ECO 110 Microeconomics & Pub Policy (GE6) (3)
20-801-204 Intro to Literature (3) or 20-801-217 American Lit: Beg-1865 (3) or 20-801-218 American Lit: 1865-Present (3)	ENG 200 Lit & Human Exp. (GE7) (3) or ENG 201 American Lit I (GE7) (3) or ENG 202 American Lit II (GE7) (3)
20-815-200 Introduction to Art History (3)	ART 102 Art Appreciation (GE8) (3)
20-805-227 Music Appreciation (3)	MUS 105 Music Appreciation (GE8) (3)
20-807-266 Wellness Today (3)	HPR 105 Hlthy Actv Lifestyl (GE9) (3)
43-44 credits	43-44 credits General Education

UWL General Education Requirements will be considered completed through courses taken at Western Technical College listed above.

CBA Core: Pre-Business (not listed above)

Western Technical College
10-101-114 Accounting Principles 1 (4)
10-101-124 Accounting Principles 2 (4)
10-101-149 Cost Accounting (4)
10-102-130 Business Law (3)
15 credits

UWL Equivalent
ACC 221 Accounting Principles I (3) and ACC 000L elective credits (5)
ACC 222 Accounting Principles II (3) and ACC 000L elective credit (1)
BLAW 205 Legal & Ethical Env of Bus (3)
15 credits of Pre-Business and electives

REQUIRED COURSES to be taken at UWL:

CBA Core Requirements (25 credits):

- ECO 230 – Data Analysis for Business Applications (3)
- IS 220 – Information Systems for Business Management (4)
- MGT 301 – Business Communication (3)
- FIN 355 – Principles of Financial Management (3)
- MGT 308 – Behavior and Theory in Organizations (3)
- MGT 393 – Productions and Operations Management (3)
- MKT 309 – Principles of Marketing (3)
- MGT 449 – Administrative Policy Determination (3)

CBA Major Requirements (select one):

ACCOUNTANCY (30 credits needed)

- ACC 311 – Intermediate Accounting I (3)
- ACC 312 – Intermediate Accounting II (3)
- ACC 313 – Intermediate Accounting III (3)
- ACC 325 – Cost Accounting (3)
- ACC 327 – Accounting Information Systems (3)
- ACC 330 – Individual Income Taxation (3)
- ACC 418 – Business Law for Accountants (3)
- ACC 421 – Advanced Accounting (3)
- ACC 438 – Principles of Auditing (3)
- ACC major elective (3)

ECONOMICS (21 credits needed)

- ECO 305 – Intermediate Macroeconomic Analysis (3)
- ECO 307 – Intro to Econometrics, Forecasting, and Time Series (3)
- ECO 308 – Intermediate Microeconomic Analysis (3)
- ECO major electives (12)

FINANCE (21 credits needed)

- FIN 370 – Corporation Finance (3)
- FIN 380 – Principles of Investment (3)
- FIN 390 – Money and Capital Markets (3)
- FIN 485 – Problems and Cases in Finance (3)
- Finance major electives (9)

FINANCE: RISK, INSURANCE, AND FINANCIAL PLANNING CONCENTRATION (21 credits needed)

- FIN 360 – Principles of Insurance and Risk Management (3)
- FIN 361 – Life Insurance (3) or FIN 407 – Advanced Financial Planning (3)

FIN 370 – Corporation Finance (3)
FIN 380 – Principles of Investment (3)
FIN 390 – Money and Capital Markets (3)
FIN 460 – Seminar in Risk and Insurance (3) or FIN 485 – Problems and Cases in Finance (3)
Finance major electives (3)

INFORMATION SYSTEMS (29 credits)

CS 120 – Software Design I (4)
CS 220 – Software Design II (4)
CS 364 – Introduction to Database Management Systems (3)
IS 300 – Data Analytics for Business Problem Solving and Decision Making (3)
IS 310 – Information Systems in Networked Environments: Technical Foundations and Applications (3)
IS 320 – Enterprise Systems for Decision Making and Data Analytics (3)
IS 401 – Management Information Systems: Analysis and Design (3)
IS 411 – Management Information Systems: Project Management and Implementation (3)
IS major elective (3)

MANAGEMENT (24 credits)

MGT 360 – Global Perspective on Business (3)
MGT 408 – The Global Responsibility of Business (3)
MGT 385 – Human Resources: Employment (3) or MGT 420 – Entrepreneurship (3)
MGT major electives (15)

MARKETING (24 credits)


MKT 341 – International Marketing (3)
MKT 362 – Buyer Behavior (3)
MKT 367 – Market Research (3)
MKT 479 – Marketing Management (3)
Marketing major electives (12)

Special Considerations:

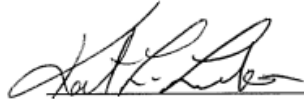
1. A minimum grade point average of 2.50 (0-4.0) must have been earned at Western Technical College in order to meet CBA admission to business program requirements at time of entry to UWL.
2. Specific pre-business courses require grades of C or better to be earned to meet admission to business program requirements or UWL degree requirements. These courses include: 20-801-201, 20-810-201, 20-809-211, 20-809-212, 10-101-114, 10-101-124, 10-101-149, and 10-102-130.
3. Students must successfully complete all CBA and UWL degree requirements as listed in the UWL catalog.
4. The acceptance of credits applies only to this Program-to-Program Articulation. Students may lose the articulated credits if they change their major to a program outside the CBA.
5. For acceptance of equivalent courses, Western Technical College courses must have been completed in 2007 or later. Prior to this period of time, course equivalents will be assessed on an individual basis.
6. This agreement is subject to review every three years from the effective date and if Western Technical College or UWL undergoes curriculum revision.
7. The agreement shall be effective on July 30, 2019 and shall automatically renew on every July 30, for an additional year, unless terminated with a one year written notice.

Signatures:

Western Technical College



Roger Stanford, PhD
President



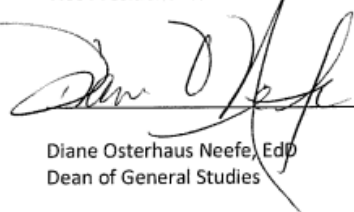
Kathleen Linaker, PhD
Vice President of Academics

7/30/19
Date



Gary Brown
Dean of Business

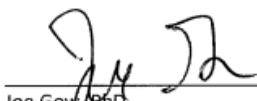
7-30-19
Date



Diane Osterhaus Neefe, EdD
Dean of General Studies

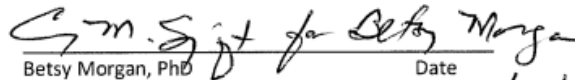
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University of Wisconsin-La Crosse



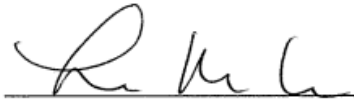
Joe Gow, PhD
Chancellor

7/30/19
Date



Betsy Morgan, PhD
Provost and Vice Chancellor of Academic Affairs

7/30/19
Date



Laura M. Milner, PhD
Dean of College of Business Administration

7/30/19
Date