

Program-To-Program Articulation Agreement
Wisconsin Indianhead Technical College – to Northland College

Wisconsin Indianhead Technical College (WITC) program:
Business Management, General Emphasis – Associate degree
to Northland College – Bachelor of Science (B.S.) in Business Management

Wisconsin Indianhead Technical College (WITC) and Northland College share a goal of facilitating for the transfer of credits for students in Associate degrees in business fields into a bachelor's degree in Business Management. The purpose of this articulation agreement is to provide the details of the credit transfers and the additional requirements for WITC transfer students to graduate from Northland College.

Conditions and Limitations

This agreement may be amended as necessary to reflect changes in program and general education courses at either institution. Students will be made aware of the current requirements at the time of their enrollment.

WITC students in Business Management programs who earn the credits outlined in the left column of the Transfer Guide (Tables 1 and 2) will be awarded the credits detailed in the right column of the table toward the Business Management degree from Northland College.

Business Management students transferring to Northland College for the Business Management degree will typically complete 63-65 (maximum of 65 credits) general education and program credits at WITC. Transferring students will need to complete 59-62 or more credits of coursework (See Table 3 for Northland College list of categorical and specific course requirements) at Northland College to fulfill the liberal education curriculum requirements, program courses and electives to graduate with a B.S. in Business Management from Northland College.

The terms of this agreement apply only for the purpose of entry to the B.S. in Business Management at Northland College for WITC students who have:


1. Completed the Business Management (Marketing or General Emphasis) Associate Degree
2. Completed the courses outlined in this agreement (or approved equivalents) with a C- or better
3. Met the transfer admission requirements of Northland College current at the time of application

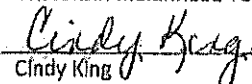
Effective Date: Fall 2016


Periodic Review: Every three years

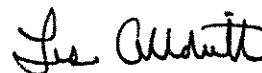
Ending Date: Based upon periodic review


Approvals:

 6-17-16
Stephanie Erdmann Date
Divisional Dean – Business
Wisconsin Indianhead Technical College

 6-21-16
Cindy King Date
Director of Curriculum
Wisconsin Indianhead Technical College

 6/23/16
Bonny Copenhaver, Date
Vice President of Academic Affairs
Wisconsin Indianhead Technical College

 6-23-16
Les Alldritt, VPAA and Dean of the Faculty Date
Northland College

 6-23-16
Michael Miller, President Date
Northland College



TRANSFER GUIDE - ASSOCIATE OF SCIENCE DEGREE

Wisconsin Indianhead Technical College Program: Business Management - General Emphasis

Northland College Program: Business Management major

Minimum GPA for admission: Transfer courses must be graded C- or higher

Initial effective date: Fall 2016 (Course and program details at <http://catalog.northland.edu>.)

Revised 6.14.2016

Table 1: WITC Program courses that transfer to Northland College

Program Courses					
WISCONSIN INDIANHEAD TECHNICAL COLLEGE			NORTHLAND COLLEGE		
Course No.	Course Title	Credits	Course No.	Course Title	Credits
10-101-101	Financial Accounting I	4	BUS222	Fundamentals of Accounting	4
10-101-174	QuickBooks Accounting--Beginning	2	BUS168	Technology and Communication	7
10-103-106	MS PowerPoint	1			
10-103-146	MS Word A	1			
10-103-151	MS Excel A	1			
10-103-152	MS Excel B	1			
10-103-162	MS Access A	1			
10-103-125	MS Outlook	1			
10-104-102	Marketing Principles	3	BUS228	Marketing Management	3
10-104-180	Business and Marketing Field Study	2	BUS199	Business elective	2
10-104-191	Customer Service Management	3	BUS198	Business elective	3
10-105-100	Intro to Business	3	BUS199	Business elective	3
10-105-125	Business Law	3	BUS331	Legal Environment of Business	3
10-114-107	Principles of Finance	3	BUS199	Business elective	3
10-116-100	Human Resource Management	3	BUS338	Human Resource Management	3
	OR				
10-104-198	Managing Human Resources				
10-145-101	Entrepreneurship	3	BUS229	Small Business Management	3
10-196-157	Strategic Planning	1	BUS199	Business elective	1
10-196-188	Project Management	3	BUS199	Business elective	3
10-196-191	Supervision	3	BUS232	Principles and Practices of Management	3
Total program credits earned:		42	Total accepted program credits:		41

Table 2: General Education (WITC) courses to Liberal Education (Northland College) courses

General Education courses					
Course No.	Course Title	Credits	Course No.	Course Title	Credits
10-801-195	Written Communication	3	ENG110	Intro to College Writing (WI)	3
10-801-197	Technical Reporting	3	BUS198	Business elective	3
10-801-196	Oral Interpersonal Communication	3	ENG180	Public Speaking	3
	OR				
10-801-198	Speech				
10-809-195	Economics	3	BUS226	Essentials of Economics (SS)	3
10-804-123	Math with Business Application	3	BUS120	Quantitative Methods (QR)	3
10-809-196	Introductory Sociology	3	SOC111	Intro to Sociology (CU or SS)	3
10-809-198	Introduction to Psychology	3	PSY110	General Psychology (WI and SS)	3
	Electives	3		Varies	3
	Total general education credits earned:	24		Total accepted general education credits:	24
	Total credits earned:	66		Total maximum accepted credits:	65

Disclaimer: Every effort has been made to assure the accuracy of the information in this guide; however, courses and programs are subject to change without notice. Students planning to transfer should contact transfer personnel at the home institution and Northland College for the most current information.

Liberal education codes:
CU = Human and Cultural Diversity (one course required)
EC = Ecologically Sustainable (one course required)
HU = Humanities (two courses required)
NS = Natural Science (two courses required)
QR = Quantitative Reasoning (one course required)
SS = Social Science (two courses) (required)
WI = Writing Intensive* (two courses required)
*** Courses may double count in WI and disciplines.**

Table 3: Courses needed to complete Bachelor of Science degree at Northland College:

Course	Course Title	Credits
	Liberal education curriculum:	
	Two Natural Science courses	6
	Two Humanities courses	6
	One Ecologically Sustainable course	3
	Business Management major:	
BUS326	Global Business Management	3
BUS330	Managerial Finance	3
BUS361	Organizational Behavior	3
BUS415	Multicultural Aspects of Organizational Development	4
BUS429	Managing People and Conflict Resolution	3
BUS475	Strategic Planning and Policy Capstone	3
MTH107	Statistical Concepts and Analysis	4
BUS 359	Entrepreneurship	3
	OR	
BUS362	Non-Profit Management	
Categorical or course-specific requirement		41
**Elective credits may be necessary to meet the minimum graduation requirement of 124		