

**PROGRAM TO PROGRAM ARTICULATION AGREEMENT**  
**University of Wisconsin – Stevens Point (UWSP)**  
**College of Professional Studies**  
**School of Business and Economics**  
**Management Program**  
and  
**Fox Valley Technical College (FVTC)**  
**Management Development Program**

**Effective Date:** July 1, 2021

**FVTC Associate Degree:** Associate Degree, Management Development

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

**Purpose:**

This articulation agreement provides the opportunity for FVTC students who have earned the Associate Degree, Management Development major, to be awarded the following equivalent credits upon entry to the UWSP School of Business and Economics, Management major.

**Transfer Courses: (Total 60 credits)**

UWSP COURSE	FVTC MANAGEMENT DEVELOPMENT COURSE	Credits Granted
<b>GENERAL EDUCATION</b>		
English 101 or 150 – Freshman English (3 cr.)	10801195 – Written Comm. (3 cr.)	3
Psyc 110 (SS) – Intro to Psychology (3 cr.)	10809198 – Intro to Psych. (3 cr.)	3
Communication 101 – Fund. Of Oral Comm. (3 cr.)	10801198 – Speech (3 cr.) – (instead of 10801196 Oral/Interpersonal Comm)	3
Soc 101 (SS) (USD) – Intro to Sociology (3 cr.)	10809196 – Sociology (3 cr.)	3
Social Science (SS) elective (3 cr.)	10809172 - Intro to Diversity Studies (3 cr.)	3
		<b>15 credits</b>
<b>MANAGEMENT MAJOR</b>		
<b>BUSINESS CORE COURSES</b>		
Math 255 – Elem. Statistical Methods (QL) (4 cr.)	10804189 - Introductory Statistics (3 cr.) – (instead of 10804123 Math w/ Business Apps)	3
Business 100 – Introduction to Business (1 cr.)	10102112 – Introduction to Business (3 cr.)	3
Economics 110 – Principles of Macroeconomics (SS) (3 cr.)	10809195 – Economics (3 cr.)	3
Business 330 – Principles of Marketing (3 cr.)	10104151 – Principles of Marketing 1 (3 cr.)	3
Business 340 – Business Law and Ethics (3 cr.)	10102103 – Business Law I (3 cr.)	3
<b>MANAGEMENT CORE</b>		
Business 322 – Business Leadership for Managers (3 cr.)	10196190 – Leadership Development (3 cr.)	3
Business 324 – Human Resource Management (3 cr.)	10116193 – Introduction to Human Resources (3 cr.)	3
<b>MANAGEMENT ELECTIVES</b>		
Business 328 – Training and Development (3 cr.)	10196139 – Employee Training and Development (3 cr.)	3
Bus 2xx – Employee and Labor Relations (3 cr.)	10116105 – Employee and Labor Relations (3 cr.)	3
<b>GENERAL BUSINESS ELECTIVES</b>		
Bus 2xx – Managing for Quality (3 cr.)	10169192 – Managing for Quality (3 cr.)	3
Bus 2xx – Supervision (3 cr.)	10196191 – Supervision (3 cr.)	3

		<b>33 credits</b>
<b>GENERAL UWSP ELECTIVES</b>		
Bus 2xx – Cost Controls and Budgeting (3 cr.)	10196110 – Cost Controls and Budgeting (3 cr.)	3
Bus 2xx – Contemporary Business Issues (3 cr.)	10196108 – Contemporary Business Issues (3 cr.)	3
Bus 2xx – Lean Tools (2 cr.)	10623195 – Lean Tools (2 cr.)	2
Bus 2xx – Principles of Safety (2 cr)	10196121 - Principles of Safety (2 cr)	2
Bus 2xx – Problem Solving (2 cr)	10196131 - Problem Solving (2 cr)	2
		<b>12 credits</b>
	<b>TOTAL TRANSFERRED CREDITS</b>	<b>60</b>

**REQUIRED COURSES: (Total 65-71 credits)**

The following coursework will be required to obtain the Bachelor of Science in Management:

<b>UWSP REQUIREMENT</b>	<b>UWSP COURSE</b>	<b>Credits</b>
<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
Humanities (HU)	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>19-25 credits</b>
<b>MANAGEMENT MAJOR</b>		
<b>BUSINESS CORE COURSES</b>		
Math for Social Sciences or Applied Calculus	Math 109 or 111*	4
Principles of Microeconomics (SS)	Econ 111	3
Introduction to Financial Accounting	Acct 210	3
Introduction to Managerial Accounting	Acct 211	3
Written Communication for the Business Professional	Bus 300	3
Oral Communication for the Business Professional	Bus 301	3
Organizational Behavior	Bus 325	3
Principles of Finance	Bus 350	3
Principles of Production	Bus 360	3
Management Information Systems	Bus 370	3
Principles of Business Analytics	Bus 380	3
Internship (EL)	Bus 497	3
Management Capstone	Bus 480	3
<b>MANAGEMENT CORE</b>		
Organizational Theory	Bus 326	3
<b>MANAGEMENT ELECTIVES</b>		
Focused Management Elective	Choose from designated classes	3
		<b>46 credits</b>
	<b>TOTAL REMAINING CREDITS</b>	<b>65-71</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, School of Business and Economics.
2. The acceptance of credits applies only to this Program-to-Program Articulation.
3. For acceptance of equivalent courses, FVTC 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 2021 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 School of Business and Economics will receive contact information for students enrolled in the Fox Valley Technical College Management Development program in order for the School of Business and Economics to provide advice on transferring into UWSP and the Management program.