



CELEBRATED PAST. BOUNDLESS FUTURE.

**Transfer Articulation Agreement  
Between  
University of Northern Iowa and  
Santa Ana College**

It is understood that the following requirements will be met by all students transferring from Santa Ana College to the University of Northern Iowa with an Associate of Arts Degree in International Business with Intersegmental General Education Plan C.

1. The Associate of Arts degree will include a minimum of 60 semester hours of 100-level and above courses.
2. General education courses are defined as those courses which broaden student knowledge in the arts and sciences. A completed Santa Ana Intersegmental General Education Transfer Curriculum certification of 40 hours will be accepted upon transfer to meet UNI's Liberal Arts Core requirement minus categories 2B and 6. The following general divisions are required:
  - a. Communication-8 semester hours
  - b. Humanities-8 semester hours
  - c. Math and Science-8 semester hours (at least one course in each)
  - d. Social Science-8 semester hours
  - e. Distributed requirement- 8 semester hours taken from among the above 4 divisions
3. The remaining 20 semester hours will be accepted from 100-level and above.
4. Foreign language proficiency, a course in non-western culture and Capstone requirements must be satisfied for graduation from UNI. Foreign language proficiency can be met with completion of 2 years of the same language in high school or two semesters of the same language in college with a C- or better being earned in the final term. Taking one of the following courses at SAC will satisfy the non-western culture requirement:
  - a. ANTH 105/HIST 105 Ancient Mesoamerican Civilization
  - b. ANTH 125 Native Americans in the US
  - c. HIST 150 Latin American Civilization to Independence
  - d. HIST 163 Introduction to Southeast Asia HistoryCapstone must be taken at UNI

5. Students transferring an Associate of Arts degree to the University of Northern Iowa must have maintained a minimum grade point average of 2.0 on all graded 100-level and above courses (Note: Transfer GPA does not typically include below 100-level courses.)
6. Students satisfying the above requirements will be enrolled at junior level status at the University of Northern Iowa.
7. Students not completing the Associate of Arts degree may be admitted to the University of Northern Iowa; however, this admittance will require a course by course evaluation of the student's transcripts to determine which courses will be accepted for transfer and the student's class level at the University.
8. A yearly review of this agreement will be conducted.
9. Continuation of the agreement (first effective Spring 2015) is contingent on approval of both cooperating institutions as attested to by the signatures of each of the following.

Approved:


2-24-15

Date

2/24/2015

Date

  
\_\_\_\_\_  
Erlinda Martinez, President, Santa Ana College

  
\_\_\_\_\_  
William Ruud, President, University of Northern Iowa

## TRANSFER PARTNERSHIP PROGRAM

### University of Northern Iowa, College of Business Administration and Santa Ana College

Representatives from the University of Northern Iowa have evaluated Santa Ana College's General Education curriculum with the intent of developing a seamless transfer program for students who wish to transfer to UNI and pursue a BA degree with a major from the College of Business Administration. The business program of study at UNI would complement the two-year SAC curriculum and deliver the additional course work required for the BA degree at UNI. The articulation agreement for the Associate of Arts in International Business with completion of the Intersegmental General Education Plan C is attached.

In addition to the AA degree, students should also complete the following requirements during the first two years at SAC:

1. SAC courses which are equivalent to UNI's lower division business core courses:
  - a. ECON 120, Principles of Macroeconomics
  - b. ECON 121, Principles of Microeconomics
  - c. ACCOUNTING 101, Financial Accounting
  - d. ACCOUNTING 102, Managerial Accounting
  - e. BUSINESS 150, Introduction to Information Systems and Applications
  - f. MATHEMATICS 150, Calculus for Biological, Management and Social Sciences
  - g. MATHEMATICS 219 or 219H, (first level statistics)\* Statistics and Probability

\*Optional: a second level statistics course in addition to MATHEMATICS 219 and equivalent to UNI's ECON 1011 Business Statistics may be completed by students before transfer.

2. UNIBusiness Admission Requirements which includes a 2.50 total cumulative GPA

After completion of the above, students will be in a position to complete the remaining requirements for any undergraduate major in the College of Business Administration within two additional years at UNI.

Note: Students successfully completing SAC's international business program may use the courses as a block to satisfy the majority of requirements for UNI's International Business minor.

### ARTICULATION CONSIDERATIONS

- Intersegmental General Education Transfer Curriculum - Plan C will satisfy UNI's LAC program minus categories 2B and 6
- UNI's LAC 2B could be satisfied at SAC by taking one of the following courses at SAC:
  - ANTH 105/HIST 105 Ancient Mesoamerican Civilization
  - ANTH 125 Native Americans in the US
  - HIST 150 Latin American Civilization to Independence
  - HIST 163 Introduction to Southeast Asia History

- International Business Requirements
  - SAC's International Business courses will be used as a block to satisfy the requirements for UNI's International Business Minor. SAC transfer students will only be required to complete the international experience requirement.

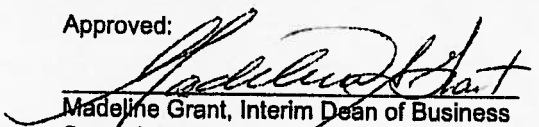
Bus 106 Kiss Bow or Shake Hands, Culture & Business  
 Bus 110 Export Pricing  
 Bus 111 International Documentation  
 Bus 113 International Transportation  
 Bus 114 Supply Chain Mgmt & Int'l Documentation Intermediate  
 Bus 125 Introduction to International Business  
 Bus 141 Globalization of Marketing  
 Bus 142 International Market Research  
 Bus 143 Packaging, Pricing & Promoting for Export

Bus 145 International Channels of Distribution  
 Bus 147 International Commercial Agreements  
 Bus 148 International Intellectual Property Rights  
 Bus 149 The Law of Global Commerce  
 Bus 163 International Methods of Payment  
 Bus 164 Alternative Financing for International Business  
 Bus 165 International Trade Finance & Insurance  
 Bus 166 Financing an Import/Export Bus  
 Bus 180 Sourcing Products to Import  
 Bus 182 Clearing U.S. Customs

SAC Course	UNI Business Core Course	Comments
<b>Business 150</b> Introduction to Information Systems and Applications	<b>MGMT 2080</b> Introduction to Information Systems	3 hours of credit – lower division
<b>Accounting 101</b> Financial Accounting	<b>ACCT 2120</b> Principles of Financial Accounting	4 course hours may be used as part of SAC's IB program
<b>Accounting 102</b> Managerial Accounting	<b>ACCT 2130</b> Principles of Managerial Accounting	4 hours of credit lower division
<b>Optional second level statistics course to be developed (3 hours)</b>	<b>ECON 1011</b> Business Statistics	<b>Mathematics 219 must be used as prerequisite – could be taken before transfer, if not will be taken at UNI or at another institution with acceptable credit</b>
<b>Economics 120</b> Principles of Macroeconomics	<b>ECON 1041</b> Principles of Macroeconomics	Hrs. Counted in SAC's GE program.
<b>Economics 121</b> Principles of Microeconomics	<b>ECON 1051</b> Principles of Microeconomics	Hrs. Counted in SAC's GE program.
<b>Mathematics 150</b> Calculus for Biological, Management and Social Sciences	<b>ECON 1021</b> Introduction to Decision Techniques	Mathematics 219 must be used as prerequisite – hrs. used as the additional SAC course noted in AA articulation to satisfy UNI's LAC

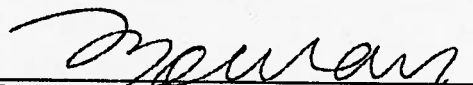
- UNI allows no more than 65 semester hours of community college transfer credit to be counted toward the baccalaureate degree. Students transferring more than 65 units of courses numbered 100 level and above from SAC would still have to complete at least 55 hours at UNI to total 120 credit hours and meet any additional UNI degree requirements.
- This agreement will be reviewed annually.

Approved:

  
 Madeline Grant, Interim Dean of Business  
 Santa Ana College

Date:

2/24/15

  
 Farzad Mousavi, Dean  
 College of Business Administration  
 University of Northern Iowa

Date:

2/23/15