

ARTICULATION AGREEMENT  
University of Wisconsin-La Crosse (UWL)  
College of Business Administration (CBA)  
and Western Technical College (Western)

Effective Date: November 1, 2022

Western Associate of Arts (AA) Degree

UWL Bachelor of Science Degree: **Accountancy, Economics, Finance, Finance: Risk, Insurance, and Financial Planning concentration, Information Systems, International Business, Management, or Marketing**

**Purpose:**

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

**Transfer Courses:**

**Associate of Arts and UWL General Education**

A completed Western Associate of Arts (AA) degree will satisfy the UWL General Education requirements.

**Associate of Arts and UWL CBA majors**

Western students are advised to include the following courses in their AA degree work that fulfill requirements in the UWL CBA programs or prerequisites (see TABLE 1). A grade of "C" or better is required for all courses in Table 1, except STAT 145, to meet the admission to UWL CBA program requirements or UWL degree requirements. If the courses below are not completed at Western, they could be completed at UWL, but may result in a delay in admission to the UWL business program.

TABLE 1	
Western Associate of Arts	UWL Equivalent
20-801-201 English 1 (3) or 10-801-136 English Comp I (3)	ENG 110 College Writing (GE01) (3)
20-810-201 Public Speaking (3) or 10-801-198 Speech (3) or 10-801-196 Oral/Interpersonal Communications (3)	CST 110 Communicating Effectively (GE01) (3)
20-804-240 Basic Statistics (4) or 10-804-189 Intro Stats (3)	STAT 145 Elementary Statistics (GE02) (4/3)
**20-804-231 Calculus & Analytic Geometry 1 (5)	MTH 207 Calculus I (GE02) (5)
20-809-211 Principles of Macroeconomics (3)	ECO 120 Global Macroeconomics (GE04) (3)
20-809-212 Principles of Microeconomics (3)	ECO 110 Microeconomics & Pub Policy (GE06) (3)
*10-101-114 Accounting Principles 1 (4)	ACC 221 Accounting Principles I (3) and ACC 000L elective credits (5)
*10-101-124 Accounting Principles 2 (4)	
*10-101-149 Cost Accounting (4)	ACC 222 Accounting Principles II (3) and ACC 000L elective credit (1)
*10-102-130 Business Law (3)	BLAW 205 Legal & Ethical Env of Bus (3)

\*Course fulfills AA program elective.

\*\*To fulfill UWL CBA Admission requirements before transferring to UWL, students must complete Calculus & Analytic Geometry I at Western OR complete MTH 160, Mathematics for Business, at UWL. If Calculus & Analytic Geometry I is not taken as part of AA degree, students can take MTH 160 after transfer to UWL, but this may delay admission to CBA.

**Remaining requirements for UWL CBA majors**

Below outlines the remaining UWL courses for various UWL CBA majors. Remaining required courses depend on which specific electives are completed with the AA degree.

CBA Core Requirements – required of all CBA majors (25 credits):

- ECO 230 – Data Analysis for Business Applications (3)
- IS 220 – Information Systems for Business Management (3)
- 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 major below):

**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 485 – Problems and Cases in Finance (3)
- Finance major elective (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)

**INTERNATIONAL BUSINESS (30 credits)**

BLAW 405 – The Law of International Business Transactions (3)  
ECO 340 – Introduction to International Economics (3)  
FIN 440 – Multinational Financial Management (3)  
MGT 360 – International Management (3)  
MKT 341 – International Marketing (3)  
IB major electives (6)  
Functional concentration (9 credits) or 2<sup>nd</sup> major in one of the seven business majors  
Language proficiency (study of a language up to and including the 102 level)  
International experience approved by the CBA International Business Advisory Committee

**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 in order to meet CBA admission to business program requirements at time of entry to UWL.
2. Students must successfully complete all CBA, major, and UWL degree requirements as listed in the UWL catalog.
3. This agreement is subject to review every three years from the effective date and if Western or UWL undergoes curriculum revision.
4. The agreement shall be effective on November 1, 2022, and shall automatically renew on every November 1, for an additional year, unless terminated with a two-year written notice.


Signatures:

**Western Technical College**

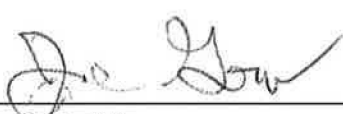
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Roger Stanford, PhD  
President

 11-1-2022  
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Amy Thornton  
interim Vice President of Academic Affairs

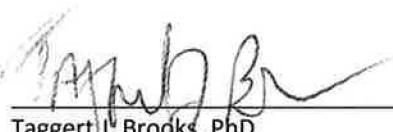
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Gary Brown  
Dean of Business

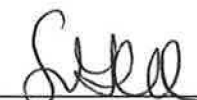
 11/1/22  
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John Gillette, PhD  
Dean of General Studies

**University of Wisconsin-La Crosse**

 11/1/2022  
\_\_\_\_\_  
Joe Gow, PhD  
Chancellor

 11/1/2022  
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Betsy Morgan, PhD  
Provost and Vice Chancellor of Academic Affairs

 11/1/22  
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Taggart J. Brooks, PhD  
Dean of College of Business Administration

 11/1/2022  
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Sandra Grunwald, PhD  
Associate Vice Chancellor of Academic Affairs