PROGRAM TRANSFER TABLE Check if the sending program ____ or receiving program ____ is new. College (sending) **University of Wisconsin-River Falls** Institution Dakota County Technical College Program name Sales Specialist **Business Administration** BS Award Type (e.g., AS) Certificate Credit Length 16 120 52.1401 52.0201 CIP code (6-digit) Describe program admission 2.0 transfer GPA requirements (if any)

Instructions

- List all required courses in both academic programs.
- MnTC goal areas transfer to the receiving institution according to the goal areas designated by the sending institution.
- Do not indicate a goal area for general education courses that are not part of the MnTC.
- For restricted or unrestricted electives, list number of credits.
- Credits applied: the receiving institution course credit amount may be more or less than the sending institution credit amount. Enter the number of credits that the receiving institution will apply toward degree completion.
- Show equivalent university-college courses on the same row to ensure accurate DARS encoding.
- Equiv/Sub/Wav column: If a course is to be encoded as equivalent, enter Equiv. If a course is to be accepted by the university as a "substitution" only for the purposes of this agreement, enter Sub. If a course requirement is waived by the receiving institution, enter Wav. If a course is to be accepted by the university as a MnTC goal area, restricted elective, or unrestricted elective, leave the cell blank.

(To add rows, place cursor outside of the end of a row and press enter.)

SECTION A - Minnesota Transfer Curriculum-General Education College (sending) University of Wisconsin-River Falls course prefix, number, and name Goal(s) Minnesota Transfer Curriculum-General Education Minnesota Transfer Curric

 $^{^{1}}$ MnTC goal areas transfer to the receiving college/university according to the goal areas designated by the sending college/university

Special Notes, if any:

SECTION B - Major, Emphasis, Restricted and Unrestricted Electives or Other

(pre-requisite courses, required core courses, required courses in an emphasis, or electives (restricted or general) within the major). Restricted electives (in Major) fulfill a specific requirement within a major. Example A: "Chose two of the following three courses;" Example B: A Biology degree may require 40 science credits (20 credits of required courses + 20 credits of listed related courses, such as botany, genetics, sociobiology, etc. which students can select).

Major, Emphasis, Restricted, Unrestricted Electives or Other Courses				
BUSN 1000 Foundations of Management	3	MNGT 300 Management and Org. Behavior	3	Equiv
MKTC 1000 Principles of Marketing	3	MKTG 310 Principles of Marketing	3	Equiv
MKTC 1100 Fundamentals of Sales	3	MKTG 325 Professional Selling (elective)	3	Equiv
MKTC 1150 Consumer and Professional Buying Behavior	3	CBE 100	3	Equiv
MKTC 2900 Portfolio and Interviewing	1	CBE 300	1	Equiv
MKTC 2506 Digital Marketing	3	MKTG 900X	3	Equiv
Restricted elective credits – list courses (if none enter 0)				
Unrestricted elective credits (if none enter 0)		College's unrestricted elective credits accepted in transfer (if none enter 0)		
Major, Emphasis, Unrestricted Electives Total	16	Total College Credits Applied (sum of sections A and B)	16	

course prefix, number, and name	Credits
CSL course	3
CW course	3
CA course	3
2 SB courses	6
2 HF courses	6
M course	3
2 SI courses	6
EC course	3
American Cultural Diversity Course MNGT 330 (elec)	3
Global Perspectives course MKTG 355 OR MNGT 355 (elec)	3
MNGT 105 BizTechU	3
ACCT 231 Principles of Accounting I	3
ACCT 232 Principles of Accounting II	3
ECON 201 Microeconomics	3
ECON 202 Macroeconomics	3
ECON 226 Statistics	3
ECON 326 Analytics for Business and Economics	3
BLAW 265 Business Law I	3
FINC 345 Managerial Finance	3
MNGT 361 Operations Management	3
MNGT 485 Strategic Management	3
University unrestricted elective credits not counted elsewhere (if none enter 0)	32
Total Remaining University Credits ²	104

SECTION D - Summary of Total Program Credits						
College (sending) Credits		University of Wisconsin-River Falls Requirements				
MnTC/General Education	0					
Major, Emphasis, Unrestricted Electives or Other	16					
Total College Credits	16	Total College Credits Applied	16			
		Remaining credit to be taken at the UWRF (receiving institution)	104			
		Total Program Credits	120			
Special Notes, if any:		-				