



Appendix A: University Transfer: Associate of Arts to Management Related B.S. Transfer Guide

Following this transfer guide will prepare students to transfer to the University of Wisconsin-Stout (UW-Stout) upon completion of their Associate of Arts. **All credits will transfer to UW-Stout and all, but 5-9 credits will count towards degree requirements in any of the majors below.** Students following this guide are encouraged to connect with Transfer Admissions at UW-Stout prior to each term. Contact information can be found at the end of this guide.

This guide prepares students for any of the following majors at UW-Stout

B.S. Real Estate Property Management
B.S. Digital Marketing Technology

B.S. Business Administration
B.S. Golf Enterprise Management

English and Speech: The three classes listed below will satisfy the Communication Skills requirements at UW-Stout for all the majors listed above.	
Mid-State Technical College class number	UW-Stout Equivalency
10-801-136: English Composition 1	ENGL-101: Composition 1
20-801-223: English 2	ENGL-102: Composition 2
10-801-196: Oral/Interpersonal Communication OR 10-801-198: Speech	COMST-100: Fundamentals of Speech
Humanities: 12 credits are required for University Transfer: Associate of Arts. Taking the classes below will ensure these classes count towards requirements for the majors above.	
10-809-166: Intro to Ethics: Theory and Application	PHIL-235: General Ethics
AND choose three more classes from the available Humanities at Mid-State Technical College.	
Social Science: 12 credits are required for University Transfer: Associate of Arts. Taking the classes below will ensure these classes count towards requirements for the majors above.	
20-809-287: Principles of Macroeconomics	ECON-210: Principles of Macroeconomics
20-809-291: Principles of Microeconomics	ECON-215: Principles of Microeconomics
10-809-172: Intro to Diversity Studies	Sociology Electives and Racial and Ethnic Studies
AND choose one more class from the available Social Sciences at Mid-State Technical College.	
Mathematics: 3-4 credits are required for University Transfer: Associate of Arts. Taking the class below will ensure these credits count towards requirements for the majors above.	
10-804-196: Trigonometry with Applications	MATH-121: Trigonometry
Natural Science: 7 credits are required for University Transfer: Associate of Arts. Taking the classes below will ensure these credits count towards requirements for the majors above.	
Any Biology with a lab	BIO-GU<: Biology Lab Elective
AND choose from additional Natural Science options at Mid-State Technical College to achieve 7 credit requirement.	
World Language: UW-Stout does not have a World Language requirement, but credits taken in this area can help satisfy Global Perspective requirements. 4 credits are required for University Transfer: Associate of Arts.	
Health/Wellness/PE: 1 credit required for University Transfer: Associate of Arts. This credit will not be applicable toward degree at UW-Stout.	

Electives: 12-16 credits required for University Transfer: Associate of Arts. See recommendations below for each of the majors at UW-Stout.	
Real Estate Property Management Recommendations	
801-197: Technical Reporting	ENGL-320: Professional and Technical Communications
XXX-XXX	Professional Selective (3 credits)
101-140: Accounting 1	BUACT-206: Intro to Financial Accounting
101-142: Accounting 2	BUACT-207: Corporate and Managerial Accounting
<i>12 credits listed above. If you need more Electives work with Transfer Admissions at UW-Stout and Mid-State Technical College advisor for applicable electives.</i>	
Digital Marketing Technology Recommendations	
804-189: Introductory Statistics	STAT-130: Elementary Statistics
101-140: Accounting 1	BUACT-206: Intro to Financial Accounting
152-101: Intro to Programming	CS-141: Intro to Programming
104-102: Marketing Principles	BUMKG-330: Principles of Marketing
102-180: International Business	BUINB-260: International Business
<i>15 credits listed above. If you need more Electives work with Transfer Admissions at UW-Stout and Mid-State Technical College advisor for applicable electives with the following UW-Stout prefixes: BUACT, BUMGT, BUMKG, CMG, CS, DMT, GCOM, /CT, INMGT, /TM, DES, MATH, PHOTO, or STAT.</i>	
Golf Enterprise Management Options	
101-140: Accounting 1	BUACT-206: Intro to Financial Accounting
101-142: Accounting 2	BUACT-207: Corporate and Managerial Accounting
XXX-XXX (Two classes)	Professional Selectives (6 credits)
<i>This agreement is built using 12 credits of Electives. Take 9 credits listed above and then work with Transfer Admissions at UW-Stout and Mid-State Technical College advisor for additional applicable GEM, HT, or PM electives.</i>	
Business Administration Recommendations	
804-189: Introductory Statistics	STAT-130: Elementary Statistics
101-140: Accounting 1	BUACT-206: Intro to Financial Accounting
101-142: Accounting 2	BUACT-207: Corporate and Managerial Accounting
102-180: International Business	BUINB-260: International Business
104-102: Marketing Principles	BUMKG-330: Principles of Marketing
<i>15 credits listed above. If you need more Electives work with Transfer Admissions at UW-Stout and Mid-State Technical College advisor for applicable electives.</i>	

Stout Transfer Admissions Contact Information



Mollie Ficek, Transfer Admissions Counselor
Email: ficekm@uwstout.edu
Call or text: 715-232-5467



Darren Ward, Associate Director
Email: warddar@uwstout.edu
Call or text: 715-232-1787

SECTION C1 - Remaining Requirements for B.S. Real Estate Property Management

School Core Requirements		
HT-457	Hospitality Management Strategies	3
PM-280	Hospitality Facilities Management	3
PM-362	Real Estate Marketing & Investment Analysis	3
GEM-211	Customer Experience Management	3
HT-348	Customer Analytics	3
HT-261	Hospitality Employee Relations	3
HT-254	Services Marketing	3
HT-311	Pricing Strategies & Revenue Tactics	3
Foundations Core Requirements		
PM-100	Intro to Property Management	3
PM-365	Principles of Real Estate	3
Property Management Core Requirements		
PM-370	Principles of Property Management	3
PM-371	Commercial/Residential Property Development & Mngt	3
PM-381	Marketing & Leasing Commercial & Residential Property	3
PM-391	Real Estate Appraisal	3
PM-470	Seminar in Property Management	3
Business and Finance Core		
PM-430	Real Estate Law	3
PM-358	Ethical Decision Making in Property Management	3
PM-449	Cooperative Education Experience	1
	Program Selectives	16
Total Remaining UW-Stout Credits		68

Special Notes, if any: UW-Stout degrees are 120 credits. By nature of this agreement 8 credits of the Associate of Arts will not be used towards degree.

SECTION C2 - Remaining Requirements for B.S. Business Administration

Professional Preparation Core		
	Problem Solving Elective	3
	Business Writing Elective	3
Business Core		
BUFIN-340	Business Finance	3
BUMGT-100	Intro to Business Administration	3
BUMGT-304	Principles of Management	3
BUMIS-333	Management Information Systems	3

	INMGT-200 OR INMGT-210	Operations Management OR Service Operations Management	3
	INMGT-365	Project Management	3
	Professional Core Selectives		
		Accounting Elective	3
		Marketing Elective	3
		Human Resources Elective	3
		Legal Elective	3
		Integrated Systems Elective	3
		Management Elective	3
		Experiential Learning	1
		Practicum	3
		Minor or Specialization	~19
	Total Remaining UW-Stout Credits		65

Special Notes, if any: UW-Stout degrees are 120 credits. By nature of this agreement 5 credits of the Associate of Arts will not be used towards degree.

SECTION C3 - Remaining Requirements for B.S. Golf Enterprise Management

School Core		
GEM-211	Customer Experience Management	3
HT-254	Services Marketing	3
HT-261	Hospitality Employees Relations	3
HT-311	Pricing Strategies & Revenue Tactics	3
HT-348	Customer Analytics	3
HT-457	Hospitality Management Strategies	3
PM-280	Hospitality Facilities Management	3
PM-362	Real Estate Marketing & Investment Analysis	3
Foundations Core		
GEM-101	Intro to Golf Enterprise Management	3
GEM-201	Principles of Golf Enterprise Management	3
GEM-224	Fitting and Swing Analysis	3
GEM-250	Turfgrass Management for Golf Courses	3
GEM-277	Software and Technology	3
GEM-325	Golf Shop Merchandising	3
GEM-445	Sports Event Management	3
GEM-450	Environmental Golf Course Management	3
Management Core		
GEM-301	Customer Development, Retention, and Marketing	3
HT-352	Club Management	3
HT-460	Hospitality Industry Law and Liability	3
GEM-449	Cooperative Education Experience	1
	Professional Selectives	4
Total Remaining UW-Stout Credits		62

Special Notes, if any: UW-Stout degrees are 120 credits. By nature of this agreement approximately 5 credits of the Associate of Arts will not be used towards degree.

SECTION C4 - Remaining Requirements for B.S. Digital Marketing Technology

Professional Technology Core		
DMT-101	Intro to Digital Marketing Technology	1
DMT-275	Web Production and Distribution	3
DMT-311	Info and Communication Technologies Analytics	3
DMT-449	Cooperative Education Experience	1
DMT-475	Dynamic Web Technologies	3
DMT-485	Search Engine Optimization	3
GCOM-141	Graphic Communications	3
ICT-215	Cybertechnology Ethics	3
ICT-305	Information Systems for Enterprise	3
ICT-255	Basic Data Concepts	3
ICT-355	ICT Systems Analysis and Design	3
ICT-405	Enterprise Technology Seminar	3
DMT-300 or DMT-400	Special Topics in Digital Marketing Technology	3
	Course Selective (CS, DMT, GCOM, or ICT prefix)	3
Professional Management Core		
INMGT-365	Project Management	3
BUMKG-350 or BUMKG-391	Digital Marketing Strategy and Practice or Principles of Social Media Marketing Management	3
	Choose six credits from the following: BUMKG-479: Marketing Research, BUMKG-370: Integrated Marketing Communications, ICT-401: Information Technology Policy and Audit, and/or INMGT-400: Organizational Leadership	6
	Major Selectives	17-18
Total Remaining UW-Stout Credits		67-68

Special Notes, if any: UW-Stout degrees are 120 credits. By nature of this agreement 7-8 credits of the Associate of Arts will not be used towards degree.