



**NATIONAL-LOUIS UNIVERSITY**  
And  
**WILLIAM RAINEY HARPER COLLEGE**  
TRANSFER GUIDE FOR:  
**ASSOCIATES in APPLIED SCIENCE in MARKETING –**  
**Adult Fast Track Program**  
To The:  
**BACHELOR of SCIENCE in MANAGEMENT**  
**February 2004**

## **PART 1 – ADMISSION**

### **University Admission Requirements:**

NATIONAL-LOUIS UNIVERSITY (NLU) offers students who complete an *Associate in Applied Science (A.A.S.)* at the WILLIAM RAINEY HARPER COLLEGE (WRHC) the opportunity to complete a *Bachelor of Science degree in Management (BSM)* with full recognition of the Associate degree earned. All required courses in the Associate's degree will apply to the Bachelor's degree. Students who do not complete the Associate's degree will be admitted to NLU as standard transfer students and will have all previous college work evaluated and transferred on a course-by-course basis.

### **Program Admission Requirements:**

Students who successfully complete the WRHC Associate in Applied Science degree in Management, Adult Fast Track program will be guaranteed admission to National-Louis University and the Management degree completion program. Students must have completed 96 QH (64 SH) to enter the BSM program.

## **PART 2 - ASSESSMENT**

A writing assessment will be administered at the time of initial enrollment in the BSM major. This assessment is used for advising purposes.

## **PART 3 – THE BACHELOR OF SCIENCE IN MANAGEMENT (BSM) MAJOR – 50 QH (34 SH):**

All courses in the BSM program must be completed at NLU. No courses are permitted to be transferred into the major.

### **Term 1:**

MGT 403 Introduction to BSM	1 QH
MGT 410 Management & Supervision	5 QH
MGT 431 Communication Skills for Managers	4 QH
MGT 311 Assessment of Managerial Proficiency	3 QH

### **Term 2:**

MGT 412 Organizational Behavior, Development, And Change	5 QH
MGT 430 Communication in Organizations	3 QH
MGT 475 Managerial Budgeting	4 QH

### **Term 3:**

MGT 450 Human Resource Management	5 QH
MGT 406 Applied Business Analysis	4 QH
MGT 467 Managerial Ethics & Decision-Making	3 QH

### **Term 4:**

MGT 426 Financial Management	4 QH
MGT 458 Marketing for Managers	4 QH
MGT 482 Strategic Management	5 QH

**PART 4 - General Education Core Requirements:**

*Students who have completed an Illinois Articulation Initiative (IAI) general education core at another Illinois college or university may transfer this core to meet NLU's general education core requirements. Departments or programs may require additional courses a part of programmatic requirements.*

<b>NLU General Education Requirement</b>	<b>NLU Course &amp; Credit minimums</b>	<b>WRHC Courses Which Will Fulfill NLU Requirements (See WRHC catalog for IAI general education courses.)</b>
<b>Field I: Communication, Humanities &amp; Fine Arts</b>		
Communication	1 course or 3 SH (4 QH)	ENG 101 Composition (3) <i>(Required for WRHC A.A.S. degree.)</i> English 100-220. Journalism 130, 131, 133.
Fine Arts	1 course or 3 SH (4 QH)	Any course from: Art, Music, Theater or Fine Arts. Speech 107, 111, 212, 216.
Humanities	1 course or 3 SH (4 QH)	French, German, History, Humanities, Japanese, Literature, Philosophy, & Spanish courses.
<b>Field II: Quantitative Reasoning &amp; Physical and Life Sciences</b>		
Science	1 course or 3 SH (4 QH)	Astronomy, Biology, Chemistry, Geology, Geography 111 & 112, Physical science & Physics courses
Math	1 course or 3 SH (4 QH)	Math 124, 165, 131, 134, 200, 201, 202, 206, 220 MGT 225
<b>Field III: Social &amp; Behavioral Science</b>		
Social Science	1 course or 3 SH (4 QH)	ECO 200 Intro to Econ (3) <i>(Required for WRHC A.A.S. degree.)</i> Anthropology, Economics, Education, Geography, (except 111 & 112), History, Sociology, & Political Science courses
Behavioral Science	1 course or 3 SH (4 QH)	PSY 101 Intro to Psych (3) <i>(Required for WRHC A.A.S. degree.)</i>  Psychology Courses.
<b>*Electives:</b>		
	5 courses minimum	Speech 101 Fundamentals of Speech Communication (3) PSY 245 Industrial/Org Psych (3) <i>(Required for WRHC A.A.S. degree.)</i> Additional courses from the above categories will be used to complete the 60 quarter (40 semester) hours minimum required to complete the general education core.
<b>TOTAL HOURS:</b>	<b>40 SH = 60 QH</b>	

**PART 5 - Free Electives:** A maximum of 70 QH (47 SH) of electives may be applied to the NLU bachelor's degree.

**Courses completed at WRHC that will be transferred as free electives:**

MGT 111	Introduction to Business Organization	3 SH
MGT 270	Principles of Management	3 SH
MKT 140	Principles of Professional Selling	3 SH
MKT 217	Advertising	3 SH
MKT 245	Principles of Marketing	3 SH
MKT 247	Consumer Buying Behavior	3 SH
MKT 252	Internet Marketing	3 SH
MKT 255	Marketing Research	3 SH
MKT 250	Retailing	3 SH

MKT 281	Internship in Marketing	3 SH
PHI 150	Business Ethics	3 SH
MGT 150	Business Math	3 SH
CIS 101	Introduction to Computer Information Systems	3 SH
ACC 101	Introduction to Accounting	4 SH
ACC 211	Business Law	3 SH
<b>Total</b>		<b>46 SH (69 QH)</b>

Students are strongly encouraged to complete additional courses in: written communication, social and behavioral sciences, mathematics and natural sciences as elective credit.

A maximum of 60 QH (40 SH) of technical credit may be transferred.

WRHC Adult Accelerated Marketing students transferring to NLU will need to complete an additional 25 SH (39 QH) in general education courses to earn the minimum 120 SH (180 QH) for the Bachelor's degree. These courses may be completed at NLU, HCC, other colleges or universities, or through CLEP/DANTES and NLU Portfolio options.

No more than 140 QH (90 SH) of credit may be transferred into NLU, in general education, technical and electives.

Students who have earned an Associates degree at William Rainey Harper College may no longer be eligible for financial aid at WRHC despite taking additional course work there. They may be eligible for financial aid at NLU and should contact the NLU financial aid office.