

# AS: Business Transfer Pathway

2019-2020

The Associate in Science Business Transfer Pathway is designed for students who are interested in transferring after graduation to pursue a baccalaureate or a professional degree in business, management, marketing, education, or training. This business degree transfers directly into upper division business programs at 4-year institutions within the state. Successful Business Transfer Pathway AS graduates can transfer in as juniors if admitted into specific business programs at the following schools:

## Minnesota State Universities:

- Metropolitan State University (Options to continue at NHCC)
- Minnesota State University Moorhead (Options to continue at NHCC)
- Bemidji State University (Options to continue at NHCC)
- Minnesota State University Mankato
- Southwest State University
- St Cloud State University
- Winona State University

## Private Universities:

- Concordia
- Bethel
- St. Mary's
- St Scholastica

## Program Courses

Course No.	Course Title	Credits	Goal Area	Comments/Substitution
ACCT2111	Financial Accounting	4		
ACCT2112	Managerial Accounting	4		
BUS1100	Introduction to Business	3		
BUS1110	Human Relations & Professional Skills	3		
BUS1300	Legal Environment of Business	3		
BUS2100	Business Statistics	4		
BUS2200	Principles of Management	3		
BUS2600	Principles of Marketing	3		
<b>I course from CIS1101, CIS1102:</b>				
CIS1101	Business Computer Systems I <b>or</b>	3		
CIS1102	Business Computer Systems II	3		

## General Education Courses

Course No.	Course Title	Credits	Goal Area	Comments/Substitution
<b>College Writing I and II: (minimum grade 1.67)</b>				
ENGL1200	Gateway College Writing (minimum grade 1.67) <b>or</b>	4		
ENGL1201	College Writing I (minimum grade 1.67)	4		
ENGL1202	College Writing II	2		
ECON1060	Principles of Economics Macro	3		
COMM1010	Fundamentals of Public Speaking	3		
ECON1070	Principles of Economics Micro	3		
SOC1110	Introduction to Sociology	3		
PHIL1020	Ethics	3		
MATH1150	College Algebra	3		

## MnTC Electives

Course No.	Course Title	Credits	Goal Area	Comments/Substitution
<b>Natural Sciences with a Lab (Goal Area 3) - 3 credits (Lab Recommended)<sup>1</sup></b>				
<b>The Humanities and Fine Arts (Goal Area 6) or People and the Environment (Goal 10) - 3 credits<sup>2</sup></b>				

## NHCC Residency and GPA

Course No.	Course Title	Credits	Goal Area	Comments/Substitution
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**15 Credits must be earned at NHCC:**

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**Total Credit Required 60**

### **Degree Requirements**

2.00 overall GPA for NHCC courses

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**Program Outcomes**  
**Management Concentration Option**

Knowledge of Human Cultures and the Physical and Natural World, focused by:

- Describe the major functional areas of American businesses and the global aspects and legal and ethical responsibility of businesses operating profitably in a changing world and apply to daily business practice.
- Describe supervisory issues in planning, human resources, team building, and motivation and apply basic supervisory concepts to develop proactive solutions.

Intellectual and Practical Skills, focused by:

- Apply effective listening, written, verbal, persuasive and nonverbal communication appropriate to professional situations locally and globally.
- Effectively use prevalent business software and technology to access information and solve basic business tasks.
- Use quantitative analysis of financial information and accounting concepts to interpret information.

Personal and Social Responsibility and Engagement, focused by:

- Identify and appreciate differences in personality, differences in communication styles and diversity in general and demonstrate behavior that respects those differences.

Integrative and Applied Learning, including:

- Develop a managerial strategic plan that includes critical elements of planning, organizing, leading, and controlling.
- Illustrate the marketing concept through the completion of a comprehensive marketing plan.
- Production of a business model and business plan.

**Marketing Concentration Option**

Knowledge of Human Cultures and the Physical and Natural World, focused by:

- Describe the major functional areas of American businesses and the global aspects and legal and ethical responsibility of businesses operating profitably in a changing world and apply to daily business practice.
- Describe supervisory issues in planning, human resources, team building, and motivation and apply basic supervisory concepts to develop proactive solutions.

Intellectual and Practical Skills, focused by:

- Apply effective listening, written, verbal, persuasive and nonverbal communication appropriate to professional situations locally and globally.
- Effectively use prevalent business software and technology to access information and solve basic business tasks.
- Use quantitative analysis of financial information and accounting concepts to interpret information.
- Analyze marketing communication situations and develop promotional strategic solutions

Personal and Social Responsibility and Engagement, focused by:

- Identify and appreciate differences in personality, differences in communication styles and diversity in general and demonstrate behavior that respects those differences.

Integrative and Applied Learning, including:

- Illustrate the marketing concept through the completion of a comprehensive marketing plan.

- Produce a comprehensive sales plan that reflects specific sales concepts and tactics.

## Program Accreditation

Accreditation Council for Business Schools and Programs, 11520 West 119th Street, Overland Park, KS 66123

## Degree Information

The Associate of Science (A.S.) degree is intended for students whose primary goal is to complete the credentials for a specific career and/or prepare for transfer to complete a bachelor's degree at a college or university with whom North Hennepin Community College has an articulation agreement. The A.S. degree provides a balance of general education courses and the required scientific, professional or technical courses in the degree program.

A student shall:

- Earn a minimum of 60 semester credits as required in the program, with a grade point average of 2.00 (C) or above in courses taken at North Hennepin Community College. Specific programs may have additional requirements or a higher minimum grade point average.
- Earn a minimum of 15 semester credits at North Hennepin Community College. A student must complete at least 50% of career specific courses at North Hennepin Community College.
- Earn 30 credits in at least 6 Minnesota Transfer Curriculum (MnTC) goal areas.
- Earn 30 professional/technical credits.
- Have four years to complete the graduation requirements as published in the catalog in effect at the time of their initial enrollment. Students taking more than four years to complete their graduation requirements may follow any catalog published during the four-year period preceding their graduation.

Completion of an A.S. degree fulfills the Goal Area 2 requirement of the Minnesota Transfer Curriculum (MnTC).

## Developmental Courses

Some students may need preparatory course(s) in Math and/or English. Courses numbered below 1000 will not apply toward a degree.

## Equal Opportunity Employer and Disability Access Information

North Hennepin Community College is a member of Minnesota State Colleges and Universities system and an equal opportunity employer and educator. This document is available in alternative formats to individuals with disabilities by calling 763-493-0555 or through the Minnesota Relay Service at 1-800-627-3529.

## Transfer Information

If you are planning on transferring to another institution, follow the guidelines available on our transfer resources web page to help you plan the process: [Transfer Information](#)

## Career Opportunities

Information on careers, including salary and employment outlook data, is available on the iseek and Bureau of Labor Statistics websites: [www.iseek.org](http://www.iseek.org) and [www.bls.gov](http://www.bls.gov).

## Accreditation

North Hennepin Community College is accredited by the: Higher Learning Commission 30 N. LaSalle Street, Suite 2400 Chicago, IL 60602-2504 1-800-621-7440

1. Natural Sciences with a Lab (Goal Area 3) - 3 credits (Lab Recommended): ANTH1020(3), BIOL1000(4), BIOL1001(4), BIOL1002(4), BIOL1030(4), BIOL1101(4), BIOL1102(4), BIOL1120(3), BIOL1130(4), BIOL1140(4), BIOL1160(4), BIOL1200(4), BIOL1350(3), BIOL1360(4), BIOL1610(1), BIOL1650(1), BIOL2020(4), BIOL2030(4), BIOL2100(4), BIOL2111(4), BIOL2112(4), BIOL2360(4), CHEM1000(4), CHEM1010(4), CHEM1030(4), CHEM1061(4), CHEM1062(4), GEOG1010(3), GEOL1010(2), GEOL1020(2), GEOL1030(2), GEOL1040(2), GEOL1110(4), GEOL1120(4), GEOL1130(4), GEOL1150(4), GEOL1160(4), GEOL1850(3), GEOL1851(1), NSCI1000(4), NSCI1010(1), NSCI1020(1), NSCI1030(1), NSCI1050(4), NSCI1060(3), NSCI1061(1), NSCI1070(3), NSCI1071(1), NSCI1110(4), NSCI1120(4), PHYS1000(4), PHYS1030(4), PHYS1050(4), PHYS1060(3), PHYS1061(1), PHYS1070(3), PHYS1071(1), PHYS1120(4), PHYS1140(3), PHYS1201(5), PHYS1202(5), PHYS1400(3), PHYS1410(1), PHYS1450(3), PHYS1460(1), PHYS1601(5), PHYS1602(5)
2. The Humanities and Fine Arts (Goal Area 6) or People and the Environment (Goal 10) - 3 credits: ANTH1020(3), ANTH1130(3), ARBC1030(3), ART1040(3), ART1101(3), ART1102(3), ART1160(3), ART1170(3), ART1270(3), ART1301(3), ART1302(3), ART1310(3), ART1320(3), ART1340(3), ART1341(3), ART1361(3), ART1362(3), ART1401(3), ART1402(3), ART1770(3), ART1810(1), ART1820(2), ART2180(3), ART2190(3), ART2300(2), ART2611(3), ART2612(3), ART2640(3), ART2740(1), ART2750(1), ART2780(1), ART2781(1), ART2782(1), ART2800(1), ART2820(1), ART2860(1), ART2900(1), ART2970(1), BIOL1030(4), BIOL1160(4), BIOL1200(4), BIOL1600(1), BIOL1610(1), CHEM1000(4), CHEM1010(4), ENGL1150(3), ENGL1250(2), ENGL1400(3), ENGL1450(3), ENGL1900(3), ENGL1950(3), ENGL2010(3), ENGL2020(3), ENGL2030(3), ENGL2270(3), ENGL2300(3), ENGL2310(3), ENGL2320(3), ENGL2330(3), ENGL2340(3), ENGL2350(3), ENGL2360(3), ENGL2370(3), ENGL2380(3), ENGL2390(3), ENGL2450(3), ENGL2460(3), ENGL2550(3), ENGL2560(3), ENGL2580(3),

ENGL2590(3), ENGL2900(3), ENGL2950(3), GCST1030(3), GCST1040(3), GEOG1010(3), GEOG1190(3), GEOL1010(2),  
GEOL1020(2), GEOL1030(2), GEOL1040(2), GEOL1120(4), GEOL1150(4), GEOL1160(4), GEOL1850(3), GEOL1851(1),  
GERM1030(3), INTD1030(3), INTD1040(3), MUSC1130(1), MUSC1160(1), MUSC1170(1), MUSC1180(1), MUSC1200(3),  
MUSC1220(3), MUSC1241(3), MUSC1242(3), MUSC1300(3), MUSC1320(1), MUSC1350(3), MUSC1500(2), MUSC1501(2),  
MUSC1502(2), MUSC1510(1), MUSC1560(1), MUSC1600(2), MUSC1610(1), MUSC1800(2), MUSC1801(2), MUSC1802(2),  
MUSC1810(1), MUSC1830(1), MUSC1850(1), MUSC1860(1), MUSC1870(1), MUSC2010(2), MUSC2170(3), MUSC2180(3),  
MUSC2241(3), MUSC2242(3), MUSC2970(1), NSCI1110(4), PHIL1010(3), PHIL1020(3), PHIL1030(3), PHIL1040(3), PHIL1060(3),  
PHIL1200(3), PHIL1220(3), SPAN1030(3), SPAN2201(5), SPAN2202(5), TFT1200(3), TFT1210(3), TFT1250(3), TFT1260(3),  
TFT1270(3), TFT1280(3), TFT1310(3), TFT1320(3), TFT1350(3), TFT1500(3), TFT1510(3), TFT1520(3), TFT1531(3),  
TFT1532(3), TFT1540(3), TFT1600(1), TFT1610(1), TFT2010(3), TFT2500(3), TFT2950(1)