



Advisement and Transfer Services

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Northwest – Kansas City | Johnson County Community College B.S. Business Management or B.S. Marketing Transfer Guide

Important Notes

- An **Associate of Arts** degree may be able to waive some CORE requirements at Northwest. Seek advisement for proper course selection. **Digital Literacy, Global Experiences, and any course listed as required cannot be waived by a prior A.A. degree.**
- Johnson County Community College marked with (*) are listed under two different CORE categories. They may transfer to satisfy only one of Northwest's CORE areas, not both.
- This guide is for the 2016-2017 undergraduate academic catalog. As new catalogs come into effect at Northwest, degree requirements may change. Students will automatically be placed under the catalog of initial enrollment at Northwest, or may choose to move forward catalog years. However, transfer students are eligible to graduate within the Northwest catalog upon which they were initially enrolled at the community college if they had been continuously enrolled and had not sat out for more than 18 months.
 - **Returning students** who are accepted to return to Northwest will be automatically placed under the catalog of initial re-enrollment at Northwest. If a student wishes to return to the catalog they were under while previously attending Northwest, please contact the Registrar's Office at REGISTRAR@nwmissouri.edu.

Contact Us!

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CORE Requirements
48-50 credit hours

| Course Number | Course Name | Course Number | Course Name |
|---|--|--|---|
| COM 29-102 | Fundamentals of Oral Communication | SPD 121 or SPD 125 or SPD 120 | Public Speaking or Personal Communication or Interpersonal Communication |
| CSIS 44-130 | Computers and Information Technology (required) | CIS 124 or BOT 106 | Intro to Computer Concepts & Applications (required) or Intro to Business Computer Applications (required) |
| ECON 52-150 | Principles of Macroeconomics (required) | ECON 230 | Economics I (required) |
| ENGL 10-111 | Composition I: Academic Literacies | ENGL 121 | Composition I |
| ENGL 10-112 | Composition II: Writing as Engagement | ENGL 122 | Composition II |
| HIST 33-155 or HIST 33-156 | US History to 1877 or US History since 1877 | HIST 140 or HIST 141 | US History to 1877 or US History since 1877 |
| MATH 17-114 | General Statistics (required) | MATH 181 | Statistics (required) |
| POLS 34-102 | Introduction to American Government & Politics | POLS 124 | American National Government |
| Global Experiences (choose 1) | | | |
| LANG 14-131 LANG 14-132 LANG 14-141 LANG 14-142 LANG 14-151 LANG 14-161 LANG 14-162 MUS 19-280 HUM 26-104 HUM 26-162 COM 29-225 POLS 34-105 GEOG 32-102 | French: Communication and Culture I French: Communication and Culture II Spanish: Communication and Culture I Spanish: Communication and Culture II Intro. to American Sign Language & Deaf Culture Russian: Communication and Culture I Russian: Communication and Culture II World Music The Eastern World Comparative Religions Intercultural Communication The African World Peoples and Cultures of the World | FL 140 FL 141 FL 130 FL 131 ASL 120 or FL 180 FL 150 FL 151 MUS 126 HIST 135 REL 120 SPD 180 HIST 132 ANTH 130 | Elementary French I Elementary French II Elementary Spanish I Elementary Spanish II Elementary American Sign Language I Elementary Russian I Elementary Russian II Introduction to World Music* Eastern Civilization* Exploring World Religions* Intercultural Communication History of Africa World Cultures* |
| CORE 90-206 ENGL 10-224 ENGL 10-226 MMED 20-221 REC 45-211 EDUC 61-252 | Other options: Interdisciplinary Engagement: Global Experiences Multiethnic Literature of the US Modern and Contemporary World Literature Ethnographic Film Study Leisure and Society Pluralism in a Multicultural Society | ADJM 223 ANTH 125 ANTH 134 ANTH 135 ANTH 142 ANTH 150 ANTH 165 ARTH 180 ARTH 186 BIOL 132 BUS 235 ENGL 215 ENGL 217 ENGL 244 FL 110 FL 116 FL 117 FL 120 FL 121 FL 123 FL 124 FL 155 FL 156 FL 160 FL 161 FL 165 FL 166 FL 170 FL 171 FL 175 FL 176 GEOS 145 GIST 250 HIST 129 HIST 130 HIST 137 HIST 150 HIST 151 HIST 152 HIST 160 HIST 162 HIST 167 HIST 180 HIST 195 HUM 137 HUM 145 HUM 146 HUM 150 HUM 156 HUM 165 HUM 167 INTR 145 | Other options: The World of Crime Cultural Anthropology* Native Americans American Indian Artistic Tradition World Prehistory* Peoples & Cultures of Mesoamerica Linguistic Anthropology* Art History: Ancient to Renaissance* Art History: Introduction to Asian Art Intro to Public Health Intro to International Business US Latino & Latina Literature* Literature by Women* Literature of American Popular Music Elementary Ancient Greek Elementary Latin I Elementary Latin II Elementary German I Elementary German II Elementary Hebrew I Elementary Hebrew II Elementary Arabic I Elementary Arabic II Elementary Italian I Elementary Italian II Elementary Chinese I Elementary Chinese II Elementary Japanese I Elementary Japanese II Elementary Brazilian Portuguese I Elementary Portuguese II World Regional Geography* Intro to Globalization Early Modern Europe 1500-1789* European History Since 1789* African American Studies* Islam: Religion Civilization World History I: Traditional World* World History II: Modern World* Modern Russian History* Modern Latin America* Intro to History: Japan North American Indian History History of the Middle East Intro to Russian Culture Intro to World Humanities I* Intro to World Humanities II* Islam: Religion Civilization Contemporary Approaches to World Mythology Intro to Chinese Culture* Intro to Japanese Culture* Intro to the Deaf Community |

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| | | JOUR 220 PHIL 142 POLS 132 POLS 135 POLS 200 PSYC 205 PSYC 220 REL 125 REL 126 SOC 125 SOC 165 WGS 201 WGS 220 | International Media History of Asian Philosophy Intro to Comparative Government International Relations Model United Nations Human Sexuality Social Psychology Religions of the East* Religions of the West* Social Problems* Contemporary Chinese Society Global Women's Studies* The Many Women of Islam |
| Western Experiences (choose 1) | | | |
| HUM 26-102 HUM 26-103 PHIL 39-171 PHIL 39-274 PHIL 39-276 COM 29-235 PHIL 39-275 | Western Civ I: Ancient World to 1500 Western Civ II: 1500 to Present Intro to Philosophy Historical Ethics Bio-Medical Ethics Other Options: Intro to Classical Rhetoric Professional Ethics | HIST 125 HIST 126 PHIL 121 PHIL 143 PHIL 155/ BIOL 155 PHIL 124 PHIL 138 PHIL 154 PHIL 176 HIST 128 HIST 129 HIST 130 HIST 135 HIST 137 HIST 151 HIST 152 HIST 160 HIST 162 HUM 122 HUM 145 HUM 146 HUM 155 HUM 165 HUM 167 REL 120 REL 125 REL 126 | Western Civilization: Ancient World to Renaissance Western Civilization: Scientific Revo. to Modern Age Introduction to Philosophy Ethics Bioethics Other options: Logic & Critical Thinking Business Ethics History of Ancient Philosophy Philosophy of Religion Medieval History Early Modern Europe 1500-1789* European History Since 1789 Eastern Civilization* African American Studies* World History I: Traditional World* World History II: Modern World* Modern Russian History* Modern Latin America* Intro to Humanities* Intro to World Humanities I* Intro to World Humanities II* Classical Mythology* Intro to Chinese Culture* Intro to Japanese Culture* Exploring World Religions* Religions of the East* Religions of the West* |
| Literature (choose 1) | | | |
| ENGL 10-220 | Intro to Literature | ENGL 130 ENGL 215 ENGL 217 ENGL 227 ENGL 230 ENGL 235 ENGL 236 ENGL 237 ENGL 243 ENGL 246 ENGL 247 ENGL 250 ENGL 254 HUM 155 | Introduction to Literature Other options: US Latino & Latina Literature* Literature by Women* Introduction to Poetry Introduction to Fiction Drama as Literature British Literature I British Literature II Literature as Science Fiction American Literature I American Literature II World Masterpieces Masterpieces in Cinema Classical Mythology* |
| Fine Arts (choose 1) | | | |
| ART 13-109 ART 13-111 MUS 19-201 THEA 43-101 ART 13-102 MUS 19-202 MUS 19-222 CORE 90-211 | Survey of Art I: Prehistory through Medieval Art Survey of Art II: Renaissance to the Present The Enjoyment of Music Theatre Appreciation Other options: Art Appreciation Jazz Appreciation American Popular Music Interdisciplinary Engagement: Fine Arts | ARTH 180 ARTH 182 MUS 121 THEA 120 ARTH 184 ARTH 188 HUM 122 JOUR 120 MUS 125 MUS 126 | Art History: Ancient to Renaissance* Art History: Renaissance to Modern Introduction to Music Listening Introduction to Theater Other options: Art History: 20 th Century History of Photography Introduction to Humanities* Mass Media and Society Introduction to Jazz Listening Introduction to World Music* |
| Social and Behavioral Sciences (choose 1) | | | |
| PSYC 08-103 PSYC 08-299 GEOG 32-101 SOC 35-101 SOC 35-108 | Psychology General Psychology Educational Psychology (<i>required for all ed majors</i>) Geography Intro to Geography Sociology General Sociology Anthropology General Anthropology | PSYC 130 PSYC 225 GEOS 145 SOC 122 ANTH 126 | Psychology Intro to Psychology Educational Psychology (<i>required for all education majors</i>) Geography World Regional Geography* Sociology Intro to Sociology Anthropology Physical Anthropology Other options: |

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| | | ANTH 125 ANTH 130 ANTH 142 ANTH 165 PSYC 121 SOC 125 SOC 131 | Cultural Anthropology* World Cultures* World Prehistory* Linguistic Anthropology Applied Psychology Social Problems* Sociology of Families |
| Life Sciences (choose 1 with corresponding lab) | | | |
| BIOL 04-102/103 BIOL 04-106/107 AGRI 03-130 | General Biology & Lab Principles of Biology & Lab Other options: Plant Science | BIOL 121 BIOL 135 BIOL 125 BIOL 127 BIOL 130/131 BIOL 140 BIOL 144 | Introductory Biology for Non-Majors Principles of Cellular/Molecular Biology Other options: General Botany General Zoology Environmental Science & Lab Human Anatomy Human Anatomy & Physiology |
| Physical Sciences (choose 1 with corresponding lab) | | | |
| CHEM 24-112/113 CHEM 24-114/115 PHYS 25-110/111 PHYS 25-112/113 PHYS 25-120/121 GEOL 27-110/111 PHSC 40-102/103 PHSC 40-122/123 GEOL 27-114/115 | General Chemistry & Lab General Chemistry I & Lab General Physics I & Lab General Physics II & Lab Fundamentals of Classical Physics I & Lab General Geology & Lab The Physical Sciences & Lab Descriptive Astronomy & Lab Other options: General Earth Science & Lab | CHEM 122 CHEM 124/125 PHYS 130 PHYS 131 PHYS 220 GEOS 130 PSCI 120 ASTR 122 CHEM 120 | Principles of Chemistry General Chemistry I & Lab College Physics I College Physics II Engineering Physics I General Geology Physical Science Astronomy Other options: Chemistry in Society |

| Major Requirements (63 hours) | | | |
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| <i>Students may choose Business Management, Marketing or a double major.</i> | | | |
| Critical Northwest CORE Courses (must be completed prior to beginning at NWKC) | | | |
| FIN 53-311 | Business Law I (3) (also listed below) | BUS 261 | Business Law I |
| Common Professional Component for all Business Majors (39 hours) | | | |
| MATH 17-118 | College Algebra (3) | MATH 171 | College Algebra |
| ECON 52-151 | Principles of Microeconomics (3) | ECON 231 | Economics II |
| ACCT 51-201 | Accounting I (3) | ACCT 121 | Accounting I |
| ACCT 51-202 | Accounting II (3) | ACCT 122 | Accounting II |
| FIN 53-311 | Business Law I (3) (also listed above) | BUS 261 | Business Law I |
| MGMT 54-310 | Managerial Communication (3) | BUS 150 | Business Communications |
| MGMT 54-313 | Principles of Management (3) | BUS 141 | Principles of Management |
| MKTG 55-330 | Principles of Marketing (3) | MKT 230 | Principles of Marketing |
| FIN 53-324 | Fundamentals of Business Finance (3) | | Must be taken at Northwest |
| MGMT 54-315 | Operations Management (3) | | Must be taken at Northwest |
| MGMT 54-417 | Organizational Policy & Decision Making (3) | | Must be taken at Northwest |
| MKTG 55-438 | International Business (3) | | Must be taken at Northwest |
| CSIS 44-317 | Management Information Systems (3) | | Must be taken at Northwest |
| B.S. Management (24 hours) | | | |
| MGMT 54-314 | Human Resource Management (3) | | Must be taken at Northwest |
| MGMT 54-316 | Organizational Behavior and Theory (3) | | Must be taken at Northwest |
| MGMT 54-318 | Entrepreneurship (3) | | Must be taken at Northwest |
| MGMT 54-320 | Negotiations (3) | | Must be taken at Northwest |
| MGMT 54-413 | Business & Society (3) | | Must be taken at Northwest |
| | 300 or 400-level advisor-approved elective (3) | | Must be taken at Northwest |
| Choose 2 courses from the following (6 hours) | | | |
| ECON 52-354 | Labor Economics (3) | | Must be taken at Northwest |
| MGMT 54-415 | Internship in Management (1-3) or | | Must be taken at Northwest |
| MKTG 55-435 | Internship in Marketing (1-3) | | |
| MGMT 54-436 | Multinational Management (3) | | Must be taken at Northwest |
| MKTG 55-437 | International Marketing (3) | | Must be taken at Northwest |
| MKTG 55-440 | Business Study Abroad (1-6) | | Must be taken at Northwest |
| B.S. Marketing (24 hours) | | | |
| MKTG 55-332 | Promotion (3) | | Must be taken at Northwest |
| MKTG 55-333 | Consumer Behavior (3) | | Must be taken at Northwest |
| MKTG 55-430 | Sales and Sales Management (3) | | Must be taken at Northwest |
| MKTG 55-432 | Marketing Research (3) | | Must be taken at Northwest |
| MKTG 55-434 | Marketing Management (3) | | Must be taken at Northwest |
| | 300 or 400-level advisor-approved elective (3) | | Must be taken at Northwest |
| Choose 2 courses from the following (6 hours) | | | |
| MGMT 54-415 | Internship in Management (1-3) or | | Must be taken at Northwest |
| MKTG 55-435 | Internship in Marketing (1-3) | | |
| MKTG 55-331 | Retailing (3) | | Must be taken at Northwest |
| MKTG 55-431 | Logistics Management (3) | | Must be taken at Northwest |
| MKTG 55-437 | International Marketing (3) | | Must be taken at Northwest |
| MKTG 55-440 | Business Study Abroad (1-6) | | Must be taken at Northwest |