



Advisement and Transfer Services

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Northwest – Kansas City | Metropolitan Community College – Kansas City 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.**
- Metropolitan Community College – Kansas City courses 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	COMM 100 or COMM 102	Fundamentals of Speech or Fundamentals of Human Communication
CSIS 44-130	Computers and Information Technology (required)	CSIS 110 or CSIS 115	Technology & Information Management (required) or Introduction to Microcomputer Applications (required)
ECON 52-150	Principles of Macroeconomics (required)	ECON 210	Macroeconomics (required)
ENGL 10-111	Composition I: Academic Literacies	ENGL 101	Composition & Reading I
ENGL 10-112	Composition II: Writing as Engagement	ENGL 102	Composition & Reading II
HIST 33-155 or HIST 33-156	US History to 1877 or US History since 1877	HIST 120 or HIST 121	US History to 1865 or US History Since 1865
MATH 17-114	General Statistics (required)	MATH 115	Statistics (required)
POLS 34-102	Introduction to American Government & Politics	POLS 135 or POLS 136 or POLS 137	Introduction to Political Science or Introduction to American National Politics or Introduction to State & Local Politics

Global Experiences (choose 1)

LANG 14-131 LANG 14-132 LANG 14-141	French: Communication and Culture I French: Communication and Culture II Spanish: Communication and Culture I	FREN 101 FREN 102 SPAN 101 SPAN 111 or SPAN 102 SIGN 101 MUSI 160 COMM 233	Elementary French I Elementary French II Elementary Spanish I or Accelerated Elementary Spanish or Elementary Spanish II American Sign Language I Music of World's Cultures* Intercultural Communication
LANG 14-142 LANG 14-151 MUS 19-280 COM 29-225	Spanish: Communication and Culture II Intro. to American Sign Language & Deaf Culture World Music Intercultural Communication		
ENGL 10-224 ENGL 10-226 LANG 14-161 LANG 14-162 MMED 20-221 GEOG 32-102 HUM 26-104 HUM 26-162 POLS 34-105 REC 45-211 EDUC 61-252 CORE 90-206	Other options: Multiethnic Literature of the US Modern and Contemporary World Literature Russian: Communication and Culture I Russian: Communication and Culture I Ethnographic Film Study Peoples and Cultures of the World The Eastern World Comparative Religions The African World Leisure and Society Pluralism in a Multicultural Society Interdisciplinary Engagement: Global Experiences	ANTH 110 ANTH 140 ARAB 101 ARAB 102 ART 108 BIOL 238 BIOL 239 CHIN 101 CHIN 102 COMM 228 ENGL 220 ENGL 221 ENGL 240 ENGL 254 ENGL 255 ENGL 256 ENGL 260 ENGL 262 ENGL 264 ENGL 265 ENGL 267 ENGL 268 GEOG 105 GEOG 113 GERM 101 GERM 102 HIST 130 HIST 140 HIST 145 HIST 150 HUMN 103 HUMN 140 HUMN 141 HUMN 145 HUMN 165 MUSI 116 PHIL 102 POLS 234 PSYC 143 PSYC 220 SOC 164 SOC 210 SOSC 171 SPAN 107	Other options: Cultural Anthropology* Intro to Physical Anthropology* Elementary Modern Arabic I Elementary Modern Arabic II Survey of Art* International Hum Ecology International Field Biology Elementary Chinese I Elementary Chinese II African Film British Literature to 1750* British Literature from 1750* Mythology* World Literature I* World Literature II* World Masterpieces* African-American Literature* Women's Lives & Autobiography* US Latino & Latina Literature* African Literature* North American Indian Literature* Women's Literature* World Geography* Cultural/Human Geography* Elementary German German II Women in American History African American History Survey of English History Native American History Intro to International Studies Humanities Past and Present* Latin American Humanities* Comparative Hum: Mythology* American Humanities: Diversity in American Experience* Evolution of Jazz* World Philosophy* International Relations Psych of African American Experience Psychology of Prejudice Sociology of African American Families Native Americans in Contemporary Society Comparative Ethnic and Cultural Studies* Spanish Composition & Conversation: Topics in Culture

Western Experiences (choose 1)

HUM 26-102	Western Civ I: Ancient World to 1500	HIST 133 or HUMN 133	Foundations of Western Civilization or Foundations of Western Civilization
HUM 26-103	Western Civ II: 1500 to Present	HIST 134 or HUMN 134	Modern Western Civilization or Modern Western Civilization
PHIL 39-171 PHIL 39-274 PHIL 39-275 PHIL 39-276	Intro to Philosophy Historical Ethics Professional Ethics Bio-Medical Ethics	PHIL 100 PHIL 203 PHIL 205 BIOL 120	Intro to Philosophy Ethics Professional Ethics Bioethics
	Other options:		Other options:

COM 29-235	Intro to Classical Rhetoric	HUMN 140 HUMN 141 HUMN 145 HUMN 165 PHIL 101 PHIL 102 PHIL 200 PHIL 201	Humanities Past and Present* Latin American Humanities* Comparative Humanities: Myth Through Time* American Humanities: Diversity in American Experience* Philosophy of Religion World Philosophy* Logic History of Philosophy I
Literature (choose 1)			
ENGL 10-220	Intro to Literature	ENGL 218 ENGL 214 ENGL 216 ENGL 220 ENGL 221 ENGL 222 ENGL 223 ENGL 230 ENGL 232 ENGL 240 ENGL 242 ENGL 250 ENGL 254 ENGL 255 ENGL 256 ENGL 260 ENGL 264 ENGL 265 ENGL 267 ENGL 268 ENGL 299	Introduction to Literature Other options: Intro to Fiction Intro to Drama and Poetry British Literature to 1750* British Literature from 1750* American Literature to 1860 American Literature 1860-Present Science Fiction Detective Fiction Mythology* The Bible as Literature Masterpieces of American Literature World Literature I* World Literature II* World Masterpieces* African-American Literature* US Latino & Latina Literature* African Literature* North American Indian Literature* Women's Literature* Shakespeare
Fine Arts (choose 1)			
ART 13-102 ART 13-109 ART 13-111 MUS 19-201 MUS 19-202 THEA 43-101 MUS 19-222 CORE 90-211	Art Appreciation Survey of Art I: Prehistory through Medieval Art Survey of Art II: Renaissance to the Present The Enjoyment of Music Jazz Appreciation Theatre Appreciation Other options: American Popular Music Interdisciplinary Engagement: Fine Arts	ART 108 ART 150 ART 151 MUSI 108 MUSI 116 THEA 106 ART 159 ART 205 COMM 128 ENGL 234 MUSI 160 THEA 114	Survey of Art* Art History I Art History II Music Appreciation Evolution of Jazz* Theater Appreciation Other options: American Art History Pre-Hispanic Art History Introduction to Film Film as Literature Music of the World's Cultures* Theater and the Western World
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 education majors</i>) Geography Intro to Geography Sociology General Sociology Anthropology General Anthropology	PSYC 140 EDUC 270 GEOG 105 GEOG 113 GEOG 114 SOC 160 ANTH 100 or SOC 170 ANTH 110 ANTH 140 GEOG 111 GEOG 112 SOSC 171	Psychology General Psychology Educational Psychology (<i>required for all education majors</i>) Geography World Geography* Cultural/Human Geography* Introduction to Geography Sociology Sociology Anthropology General Anthropology or General Anthropology Other options: Cultural Anthropology* Introduction to Physical Anthropology* Geography of the Western World Geography of the Eastern World Comparative Ethnic and Cultural Studies*
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 101 or BIOL 118 BIOL 123 BIOL 102 BIOL 104 BIOL 106 BIOL 109 BIOL 110	General Biology or Introduction to Biology General Biology for Majors I Other options: Environmental Science General Botany General Zoology Anatomy & Physiology Human Anatomy
Physical Sciences (choose 1 with corresponding lab)			
CHEM 24-112/113 CHEM 24-114/115 PHYS 25-110/111	General Chemistry & Lab General Chemistry I & Lab General Physics I & Lab	CHEM 101 CHEM 105 CHEM 107 CHEM 111 PHYS 130	Survey of Chemistry or Introductory Chemistry for Health Sciences or Preparatory General Chemistry General College Chemistry I General Physics I

PHYS 25-112/113 PHYS 25-120/121 GEOL 27-110/111 GEOL 27-114/115 PHSC 40-102/103 PHSC 40-122/123	General Physics II & Lab Fundamentals of Classical Physics I & Lab General Geology & Lab General Earth Science & Lab The Physical Sciences & Lab Descriptive Astronomy & Lab	PHYS 131 PHYS 220 GEOL 101 GEOG 104 PHYS 104 PHYS 106 GEOG 110 GEOL 102 PHYS 101	General Physics II Engineering Physics I Physical Geology Principles of Physical Geography Foundations of Physical Science General Astronomy Other options: Meteorology Historical Geology Introductory Physics
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Major Requirements (63 hours) <i>Students may choose Business Management, Marketing or a double major.</i>			
Critical Northwest CORE Courses <i>(must be completed prior to beginning at NWKC)</i>			
FIN 53-311	Business Law I (3) (also listed below)	BSAD 254	Business Law I (also listed below)
Common Professional Component for all Business Majors (39 hours)			
MATH 17-118	College Algebra (3)	MATH 120	College Algebra
ECON 52-151	Principles of Microeconomics (3)	ECON 211	Microeconomics
ACCT 51-201	Accounting I (3)	BSAD 101	Accounting Principles I
ACCT 51-202	Accounting II (3)	BSAD 102	Accounting Principles II
FIN 53-311	Business Law I (3) (also listed above)	BSAD 254	Business Law I (also listed above)
MGMT 54-310	Managerial Communication (3)	BSAD 221	Business Communications
MGMT 54-313	Principles of Management (3)	BSAD 204	Business Management
MKTG 55-330	Principles of Marketing (3)	BSAD 205	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