



### Articulation Agreement

**Gateway Technical College (Gateway)  
School of Business & Transportation  
AAS Business Management (10-102-3)**

to

**The Board of Regents of the University of Wisconsin System on behalf of  
University of Wisconsin-Milwaukee (UWM)  
Lubar School of Business**

**BBA Business Degrees (Accounting, Finance, General Business, Human Resources Management, Information Technology Management, Marketing, Supply Chain & Operations Management)**

**Effective Date: 08/01/2021**

**Next Review Date: 08/01/2024**

New Agreement

Revised Agreement

#### Agreement Description and Rationale:

This articulation agreement is designed to maximize the transferable credits from the Gateway AAS Business Management program to the Lubar School of Business BBA degrees. Based on review of course descriptions and syllabi in both programs, this agreement allows students to complete an associate of applied science degree at Gateway and build an understanding of the introductory concepts being taught to enter the Lubar School of Business. The agreement will also allow a student at Gateway to start their General Education Requirements.

#### Admission Requirements/Conditions:

Students must meet all standard UWM admissions requirements to be eligible for participation in this agreement. Information on transfer admissions requirements may be found at [transfer.uwm.edu](http://transfer.uwm.edu).

In addition, the following conditions will apply:

- Once a student is admitted to UWM, every business student must complete the following requirements to advance to their business major:
  - Attain Junior Standing (56 credits)—will be met by AAS degree completion
  - Satisfy Oral and Written Communication Requirement Part A (Complete the English sequence with a grade of a “C” or better in ENGLISH 102 (or equivalent) or place high enough on the English Placement Test)
  - Satisfy Quantitative Literacy Requirement Part A (Complete the math sequence with a grade of a “C” or better in MATH 105 or 108 (or equivalent) or place high enough on the Math Placement Test). A transfer student can transfer in a grade of a “C” or higher in MATH 211 (or equivalent) to satisfy this requirement.
  - Complete the following six business foundation courses with a GPA of a 2.25 or higher:
    - Courses included in AAS Business Management curriculum:

Gateway Course	UWM Course
809-143 Microeconomics	ECON 103 Principles of Microeconomics
101-114 Accounting Principles	BUS ADM 201 Intro to Financial Accounting
801-198 Speech or 801-196 Oral/Interpersonal Communication	COMMUN 103 Public Speaking or COMMUN 105 Bus & Professional Comm

- Courses not required for the AAS Business Management degree. May be met prior or after transfer.

Gateway Course	UWM Course
N/A	ECON 104 Principles of Macroeconomics
107-019 Intro to MIS**	BUS ADM 230 Intro to Information Tech Mgt**
804-198 Calculus I	MATH 211 Survey of Calculus or MATH 208 Quantitative Models for Business

- \*\*Granted equivalency after completion of a tuition-free bridge course offered by Lubar.
- Obtain a cumulative GPA of 2.5 or above in ALL coursework, including transfer coursework

**Articulation Transfer Agreement Terms:**

The terms of this agreement apply to Gateway students who successfully complete the AAS in Business Management, meet the conditions set forth herein for UWM’s Lubar School of Business, and enroll in a BBA program.

The Business Management AAS will transfer to UWM’s BBA majors in accordance with the following:

- The Gateway AAS in Business Management must be posted on an official transcript in order for this agreement to be applied.
  - Students actively enrolled in the AAS degree and expecting to complete it prior to enrollment may be admitted under the general terms of this agreement, pending receipt of a final, degree-bearing transcript.
  - Without associate degree completion, course-by-course transfer rules will be referenced, and some equivalencies identified in this agreement may no longer apply.
- A minimum of 63 credits earned toward the AAS degree will transfer as stipulated in Appendix A.
- Course equivalencies specified in this articulation agreement are subject to change in the event that either curriculum for the AAS degree or BBA programs undergoes revision.

All credits applied to associate degree requirements, including credits accepted in transfer or awarded through prior learning assessment, will be recognized by UWM and transfer as applied by the associate degree-awarding institution.

Program-to-program transfer courses/credits are accepted only for the UWM program/degree specified in this agreement. A change of major/degree/program may invalidate these courses/credits for transfer unless they are approved within some other transfer agreement for a different major/degree/program at UWM.

Coursework taken in addition to what is required for the associate degree will be evaluated on a course-by-course basis and transferred in accordance with routine UWM transfer policy. A maximum of 72 credits can be transferred from Gateway to UWM. Information on the transferability of specific, non-articulating courses may be found in Transferology ([www.transferology.com](http://www.transferology.com)) or UWM’s Transfer Equivalency Database (TED) ([ted.uwm.edu](http://ted.uwm.edu)). For UWM General Education Requirement (GER) transfer equivalencies, refer to Appendix B.

**Graduation Requirements/Policies:**

In addition to meeting all General Education and major requirements, students must satisfy the following to receive a BBA degree in the Lubar School of Business at UWM:

- 2.25 overall GPA (UWM courses only)
- 2.25 overall GPA (UWM and all transfer coursework combined)
- 2.25 Business and Economics GPA (UWM courses only)
  - 2.50 for Accounting BBA
- 2.25 Business and Economics GPA (UWM and transfer course work)
  - 2.50 for Accounting BBA
- A minimum of 30 credits must be completed in residence at UWM.
- A minimum of 12 credits must be completed in residence at UWM in each Business Administration major.
- A minimum of 120 applicable credits are required for graduation for all majors. At least 50% of the business credit hours required for the business degree must be completed at UWM.
- BBA degree and major requirements must be completed within 10 years of initial enrollment at UW-Milwaukee. Should students not complete the degree and major within the 10-year time frame, the students will switch to the most current degree and major requirements. A new 10-year time frame would then begin.

A transfer course/credit articulation table showing how the AAS in Business Management from Gateway transfers to UWM’s BBA majors appears in Appendix A. Some coursework may be combined to meet requirements within a specific

BBA program. Also, some courses that ordinarily do not transfer may do so under the terms of this agreement. Without associate degree completion, some coursework/equivalencies outlined in this agreement may not transfer as indicated.

**Institutional Commitment:**

This agreement is based on curricula in place for the 2020-21 academic year (see Appendix C). The terms of this agreement may be applied to degrees completed prior to 2021 upon individual review to ensure consistency in the curriculum. This agreement is valid for a period of three years. Both Gateway and UWM agree to provide periodic updates in the instance that requirements for either of the programs change. At the end of the effective period, the terms of the agreement will be reviewed, updated as necessary, and continued if agreed upon by both parties.

In the instance either school wishes to end the agreement, 180-day advanced notice is required. Any students who have applied, been admitted, and/or have matriculated while the agreement was active will be allowed to continue under its original terms.

Gateway and UWM will make the terms of this agreement public and may develop marketing materials for its promotion. The two institutions agree to provide information necessary to aid in the successful transfer of these students and their academic credits.

Both institutions reserve the right to review and approve marketing materials created for the promotion of this agreement and will adhere to stated standards for the use of their respective names and logos. Furthermore, each institution assumes responsibility for communicating and marketing this agreement to its student population. Links to this agreement may be provided and should be maintained regularly, with notification to the other institution.

UWM and Gateway will provide academic advising to Gateway learners inquiring about UWM programs. Learners will be connected with a UWM advisor prior to transfer. UWM and Gateway will share materials, catalogs, and other information to facilitate their understanding of requirements and programs. Gateway will assist UWM in arranging recruitment events on its campuses.

Both parties agree that failure to maintain regional accreditation will be grounds for termination of the agreement. Failure to maintain accreditation required by the specific academic program(s) referenced in this agreement will be grounds for exclusion of that program from the agreement.

Gateway desires to track the use of articulation agreements by our students. If possible, UWM will send Gateway the total number of credits transferred from Gateway annually or other data that can be conveniently produced.

**Approved by:**

The Board of Regents of the University of Wisconsin  
System on behalf of  
University of Wisconsin-Milwaukee

Gateway Technical College

**Signatures on file.**

\_\_\_\_\_  
Johannes Britz, Ph.D., Date  
Provost/Vice Chancellor of Academic Affairs

\_\_\_\_\_  
Bryan Albrecht, Ed.D., Date  
President

\_\_\_\_\_  
Kaushal Chari, Ph.D., Date  
Dean, Lubar School of Business

\_\_\_\_\_  
Zina Haywood, Date  
Executive VP/Provost

Official notices regarding this agreement should be sent to:

University of Wisconsin-Milwaukee

Gateway Technical College

Chris Head  
Assistant Director of Transfer Services  
P.O. Box 729  
Milwaukee, WI 53201-0729  
head@uwm.edu  
414-229-2754

Jaime Spaciel  
Director, Career Pathways & Program Effectiveness  
3520 30<sup>th</sup> Avenue  
Kenosha, WI 53144  
spacielj@gtc.edu  
262-564-3080

A copy of this agreement will be uploaded to: <https://uwm.edu/registrar/students/articulation-agreements/>.

## Appendix A.1: Program-to-Program Transfer Table

**Gateway Technical College (Gateway)**  
**School of Business & Transportation**  
**AAS Business Management**  
 to  
**The Board of Regents of the University of Wisconsin System on behalf of**  
**University of Wisconsin-Milwaukee (UWM)**  
**Lubar School of Business**  
**BBA Accounting**

The following table outlines a possible transfer scenario, showing how the associate degree curriculum applies to the bachelor's degree and which requirements remain to complete at UWM. To maximize credit transfer, some substitutions may be identified. While every effort is made to maximize credit transfer, lack of alignment between degree programs and levels of instruction may require students to exceed 120 credits to meet all graduation requirements. Transfer results will differ based on individual students' transcripts.

<b>Degree Requirement</b>	<b>Gateway Coursework</b>	<b>Cr</b>	<b>UWM Coursework</b>	<b>Cr</b>
<b>GER Requirements</b>	See Appendix B for Gateway courses that fulfill GERS *Recommended substitution/elective.			
Oral and Written Comm-Part A	Met by 105-106 or 801-197 w/ C or better	--		
Oral and Written Comm-Part B	105-106 Business Communications or 801-197 Technical Reporting	3	ENGLISH 205 ENGLISH 206	
Quantitative Literacy-Part A	804-135 Quantitative Reasoning	3	MATH 102	
Quantitative Literacy-Part B			See Business Foundation section	--
Foreign Language			Two years HS (or two semesters college)	--
Art (3 credits)			Various courses (see Appendix B)	3
Humanities (6 credits)	809-166 Intro Ethics Theory & Apps*	3	PHILOS 241	
			Various courses (see Appendix B)	3
Natural Science (6 credits)			Various courses (see Appendix B)	3
(including one lab)			Various courses (see Appendix B)	3
Social Science (6 credits)	809-198 Intro to Psychology	3	PSYCH 101	
	809-172 Intro to Diversity Studies	3	SOCIOL 224	
Cultural Diversity	Met by 809-172	--		
<b>Business Foundation Courses</b>				
Principles of Microeconomics	809-143 Microeconomics*	3	ECON 103	
Principles of Macroeconomics			ECON 104	3
Intro to Financial Accounting	101-114 Accounting Principles*	4	BUS ADM 201	
Intro to Infor Technology Mgt			BUS ADM 230	4
Quant Models for Bus/Calc Srvy			MATH 208 or 211	4
Public Speak/Bus & Prof Comm	801-198 Speech or 801-196 Oral/Interpersonal Comm	3	COMMUN 103 or COMMUN 101	
<b>Business Core Courses</b>				
Managerial Accounting	101-131 Management Accounting (elec)*	3	BUS ADM 202	
Stat Modeling in Bus Analytics			BUS ADM 210	4
Organizations			BUS ADM 330	3
Principles of Marketing	104-101 Marketing Principles	3	BUS ADM 360	
Intro to Supply Chain Mgt			BUS ADM 370	3
Business Law I	102-160 Business Law	3	BUS ADM 391	
Intermediate Finance			BUS ADM 450	3
Management Analysis			BUS ADM 600	3
International Bus Req			Approved upper-division BUS ADM crs	3

<b>Accounting Major Requirements</b>				
Career Planning for Accounting			BUS ADM 303	1
Intermediate Accounting			BUS ADM 301	4
Advanced Financial Accounting			BUS ADM 402	3
Cost Management			BUS ADM 404	3
Income Tax Accounting I			BUS ADM 405	3
Income Tax Accounting II			BUS ADM 406	3
Accounting Information Systems			BUS ADM 408	3
Auditing: Procedures & Apps			BUS ADM 409	3
Accts' Ethical Responsibilities			BUS ADM 410	1
<b>Business Electives</b>				
BUS ADM Courses	AAS Degree Completion	9		
<b>General Electives</b>				
			MATH 105 (prereq for MATH 208/211)	3
	102-137 Intro to Business	3	BUS ADM 100	
	801-136 English Composition	3	ENGLISH 101	
Free electives	Bulk Transfer	14		
<b>TOTAL CREDITS (132)</b>		<b>63</b>		<b>69</b>

## Appendix A.2: Program-to-Program Transfer Table

**Gateway Technical College (Gateway)**  
**School of Business & Transportation**  
**AAS Business Management**  
 to  
**The Board of Regents of the University of Wisconsin System on behalf of**  
**University of Wisconsin-Milwaukee (UWM)**  
**Lubar School of Business**  
**BBA Finance**

The following table outlines a possible transfer scenario, showing how the associate degree curriculum applies to the bachelor's degree and which requirements remain to complete at UWM. To maximize credit transfer, some substitutions may be identified. While every effort is made to maximize credit transfer, lack of alignment between degree programs and levels of instruction may require students to exceed 120 credits to meet all graduation requirements. Transfer results will differ based on individual students' transcripts.

<b>Degree Requirement</b>	<b>Gateway Coursework</b>	<b>Cr</b>	<b>UWM Coursework</b>	<b>Cr</b>
GER Requirements	See Appendix B for Gateway courses that fulfill GERS *Recommended substitution/elective.			
Oral and Written Comm-Part A	Met by 105-106 or 801-197 w/ C or better	--		
Oral and Written Comm-Part B	105-106 Business Communications or 801-197 Technical Reporting	3	ENGLISH 205 ENGLISH 206	
Quantitative Literacy-Part A	804-135 Quantitative Reasoning	3	MATH 102	
Quantitative Literacy-Part B			See Business Foundation section	--
Foreign Language			Two years HS (or two semesters college)	--
Art (3 credits)			Various courses (see Appendix B)	3
Humanities (6 credits)	809-166 Intro Ethics Theory & Apps*	3	PHILOS 241	
			Various courses (see Appendix B)	3
Natural Science (6 credits)			Various courses (see Appendix B)	3
(including one lab)			Various courses (see Appendix B)	3
Social Science (6 credits)	809-198 Intro to Psychology	3	PSYCH 101	
	809-172 Intro to Diversity Studies	3	SOCIOL 224	
Cultural Diversity	Met by 809-172	--		
<b>Business Foundation Courses</b>				
Principles of Microeconomics	809-143 Microeconomics*	3	ECON 103	
Principles of Macroeconomics			ECON 104	3
Intro to Financial Accounting	101-114 Accounting Principles*	4	BUS ADM 201	
Intro to Infor Technology Mgt			BUS ADM 230	4
Quant Models for Bus/Calc Srvy			MATH 208 or 211	4
Public Speak/Bus & Prof Comm	801-198 Speech or 801-196 Oral/Interpersonal Comm	3	COMMUN 103 or COMMUN 101	
<b>Business Core Courses</b>				
Managerial Accounting	101-131 Management Accounting (elec)*	3	BUS ADM 202	
Stat Modeling in Bus Analytics			BUS ADM 210	4
Career & Professional Dvlp			BUS ADM 300	1
Organizations			BUS ADM 330	3
Principles of Finance			BUS ADM 350	3
Principles of Marketing	104-101 Marketing Principles	3	BUS ADM 360	
Intro to Supply Chain Mgt			BUS ADM 370	3
Business Law I	102-160 Business Law	3	BUS ADM 391	
Management Analysis			BUS ADM 600	3

International Bus Req			Approved upper-division BUS ADM crs	3
<b>Finance Major Requirements</b>				
Intermediate Finance			BUS ADM 450	3
Investment Finance			BUS ADM 451	3
Financial Institutions			BUS ADM 455	3
Major Electives			Approved upper-division BUS ADM crs	12
<b>Business Electives</b>				
BUS ADM Courses	AAS Degree Completion	12		
<b>General Electives</b>				
			MATH 105 (prereq for MATH 208/211)	3
	102-137 Intro to Business	3	BUS ADM 100	
	801-136 English Composition	3	ENGLISH 101	
Free electives	Bulk Transfer	11		
<b>TOTAL CREDITS (130)</b>		<b>63</b>		<b>67</b>



### Appendix A.3: Program-to-Program Transfer Table

**Gateway Technical College (Gateway)**  
**School of Business & Transportation**  
**AAS Business Management**  
 to  
**The Board of Regents of the University of Wisconsin System on behalf of**  
**University of Wisconsin-Milwaukee (UWM)**  
**Lubar School of Business**  
**BBA General Business**

The following table outlines a possible transfer scenario, showing how the associate degree curriculum applies to the bachelor's degree and which requirements remain to complete at UWM. To maximize credit transfer, some substitutions may be identified. While every effort is made to maximize credit transfer, lack of alignment between degree programs and levels of instruction may require students to exceed 120 credits to meet all graduation requirements. Transfer results will differ based on individual students' transcripts.

<b>Degree Requirement</b>	<b>Gateway Coursework</b>	<b>Cr</b>	<b>UWM Coursework</b>	<b>Cr</b>
GER Requirements	See Appendix B for Gateway courses that fulfill GERS *Recommended substitution/elective.			
Oral and Written Comm-Part A	Met by 105-106 or 801-197 w/ C or better	--		
Oral and Written Comm-Part B	105-106 Business Communications or 801-197 Technical Reporting	3	ENGLISH 205 ENGLISH 206	
Quantitative Literacy-Part A	804-135 Quantitative Reasoning	3	MATH 102	
Quantitative Literacy-Part B			See Business Foundation section	--
Foreign Language			Two years HS (or two semesters college)	--
Art (3 credits)			Various courses (see Appendix B)	3
Humanities (6 credits)	809-166 Intro Ethics Theory & Apps*	3	PHILOS 241	
			Various courses (see Appendix B)	3
Natural Science (6 credits)			Various courses (see Appendix B)	3
(including one lab)			Various courses (see Appendix B)	3
Social Science (6 credits)	809-198 Intro to Psychology	3	PSYCH 101	
	809-172 Intro to Diversity Studies	3	SOCIOL 224	
Cultural Diversity	Met by 809-172	--		
<b>Business Foundation Courses</b>				
Principles of Microeconomics	809-143 Microeconomics*	3	ECON 103	
Principles of Macroeconomics			ECON 104	3
Intro to Financial Accounting	101-114 Accounting Principles*	4	BUS ADM 201	
Intro to Infor Technology Mgt			BUS ADM 230	4
Quant Models for Bus/Calc Srvy			MATH 208 or 211	4
Public Speak/Bus & Prof Comm	801-198 Speech or 801-196 Oral/Interpersonal Comm	3	COMMUN 103 or COMMUN 101	
<b>Business Core Courses</b>				
Managerial Accounting	101-131 Management Accounting (elec)*	3	BUS ADM 202	
Stat Modeling in Bus Analytics			BUS ADM 210	4
Career & Professional Dvlp			BUS ADM 300	1
Organizations			BUS ADM 330	3
Principles of Finance			BUS ADM 350	3
Principles of Marketing	104-101 Marketing Principles	3	BUS ADM 360	
Intro to Supply Chain Mgt			BUS ADM 370	3
Business Law I	102-160 Business Law	3	BUS ADM 391	
Management Analysis			BUS ADM 600	3

International Bus Req			Approved upper-division BUS ADM crs	3
<b>Gen Bus Major Requirements</b>				
Business Ethics, Social Responsibility, & Sustainability			BUS ADM 393	3
Leadership & Team Building			BUS ADM 446	3
Competency Areas: Min. of 2 courses from 2-3 areas			Select BUS ADM & other courses	18
<b>Business Electives</b>				
BUS ADM Courses	AAS Degree Completion	9		
<b>General Electives</b>				
			MATH 105 (prereq for MATH 208/211)	3
	102-137 Intro to Business	3	BUS ADM 100	
	801-136 English Composition	3	ENGLISH 101	
Free electives	Bulk Transfer	14		
<b>TOTAL CREDITS (132)</b>		<b>63</b>		<b>69</b>

## Appendix A.4: Program-to-Program Transfer Table

**Gateway Technical College (Gateway)**  
**School of Business & Transportation**  
**AAS Business Management**  
 to  
**The Board of Regents of the University of Wisconsin System on behalf of**  
**University of Wisconsin-Milwaukee (UWM)**  
**Lubar School of Business**  
**BBA Human Resources Management**

The following table outlines a possible transfer scenario, showing how the associate degree curriculum applies to the bachelor's degree and which requirements remain to complete at UWM. To maximize credit transfer, some substitutions may be identified. While every effort is made to maximize credit transfer, lack of alignment between degree programs and levels of instruction may require students to exceed 120 credits to meet all graduation requirements. Transfer results will differ based on individual students' transcripts.

<b>Degree Requirement</b>	<b>Gateway Coursework</b>	<b>Cr</b>	<b>UWM Coursework</b>	<b>Cr</b>
GER Requirements	See Appendix B for Gateway courses that fulfill GERS *Recommended substitution/elective.			
Oral and Written Comm-Part A	Met by 105-106 or 801-197 w/ C or better	--		
Oral and Written Comm-Part B	105-106 Business Communications or 801-197 Technical Reporting	3	ENGLISH 205 ENGLISH 206	
Quantitative Literacy-Part A	804-135 Quantitative Reasoning	3	MATH 102	
Quantitative Literacy-Part B			See Business Foundation section	--
Foreign Language			Two years HS (or two semesters college)	--
Art (3 credits)			Various courses (see Appendix B)	3
Humanities (6 credits)	809-166 Intro Ethics Theory & Apps*	3	PHILOS 241	
			Various courses (see Appendix B)	3
Natural Science (6 credits)			Various courses (see Appendix B)	3
(including one lab)			Various courses (see Appendix B)	3
Social Science (6 credits)	809-198 Intro to Psychology	3	PSYCH 101	
	809-172 Intro to Diversity Studies	3	SOCIOL 224	
Cultural Diversity	Met by 809-172	--		
<b>Business Foundation Courses</b>				
Principles of Microeconomics	809-143 Microeconomics*	3	ECON 103	
Principles of Macroeconomics			ECON 104	3
Intro to Financial Accounting	101-114 Accounting Principles*	4	BUS ADM 201	
Intro to Infor Technology Mgt			BUS ADM 230	4
Quant Models for Bus/Calc Srvy			MATH 208 or 211	4
Public Speak/Bus & Prof Comm	801-198 Speech or 801-196 Oral/Interpersonal Comm	3	COMMUN 103 or COMMUN 101	
<b>Business Core Courses</b>				
Managerial Accounting	101-131 Management Accounting (elec)*	3	BUS ADM 202	
Stat Modeling in Bus Analytics			BUS ADM 210	4
Career & Professional Dvlp			BUS ADM 300	1
Organizations			BUS ADM 330	3
Principles of Finance			BUS ADM 350	3
Principles of Marketing	104-101 Marketing Principles	3	BUS ADM 360	
Intro to Supply Chain Mgt			BUS ADM 370	3
Business Law I	102-160 Business Law	3	BUS ADM 391	
Management Analysis			BUS ADM 600	3

International Bus Req			Approved upper-division BUS ADM crs	3
<b>HR Mgt Major Requirements</b>				
Human Resources Management			BUS ADM 444	3
HRM Core—4 courses			Select upper-division courses	12
HRM Electives—2 courses			Select BUS ADM & other courses	6
<b>Business Electives</b>				
BUS ADM Courses	AAS Degree Completion	12		
<b>General Electives</b>				
			MATH 105 (prereq for MATH 208/211)	3
	102-137 Intro to Business	3	BUS ADM 100	
	801-136 English Composition	3	ENGLISH 101	
Free electives	Bulk Transfer	11		
<b>TOTAL CREDITS (130)</b>		<b>63</b>		<b>67</b>

**Appendix A.5: Program-to-Program Transfer Table**

**Gateway Technical College (Gateway)**  
**School of Business & Transportation**  
**AAS Business Management**  
 to  
**The Board of Regents of the University of Wisconsin System on behalf of**  
**University of Wisconsin-Milwaukee (UWM)**  
**Lubar School of Business**  
**BBA Information Technology Management**

The following table outlines a possible transfer scenario, showing how the associate degree curriculum applies to the bachelor's degree and which requirements remain to complete at UWM. To maximize credit transfer, some substitutions may be identified. While every effort is made to maximize credit transfer, lack of alignment between degree programs and levels of instruction may require students to exceed 120 credits to meet all graduation requirements. Transfer results will differ based on individual students' transcripts.

<b>Degree Requirement</b>	<b>Gateway Coursework</b>	<b>Cr</b>	<b>UWM Coursework</b>	<b>Cr</b>
GER Requirements	See Appendix B for Gateway courses that fulfill GERS *Recommended substitution/elective.			
Oral and Written Comm-Part A	Met by 105-106 or 801-197 w/ C or better	--		
Oral and Written Comm-Part B	105-106 Business Communications or 801-197 Technical Reporting	3	ENGLISH 205 ENGLISH 206	
Quantitative Literacy-Part A	804-135 Quantitative Reasoning	3	MATH 102	
Quantitative Literacy-Part B			See Business Foundation section	--
Foreign Language			Two years HS (or two semesters college)	--
Art (3 credits)			Various courses (see Appendix B)	3
Humanities (6 credits)	809-166 Intro Ethics Theory & Apps*	3	PHILOS 241	
			Various courses (see Appendix B)	3
Natural Science (6 credits)			Various courses (see Appendix B)	3
(including one lab)			Various courses (see Appendix B)	3
Social Science (6 credits)	809-198 Intro to Psychology	3	PSYCH 101	
	809-172 Intro to Diversity Studies	3	SOCIOL 224	
Cultural Diversity	Met by 809-172	--		
<b>Business Foundation Courses</b>				
Principles of Microeconomics	809-143 Microeconomics*	3	ECON 103	
Principles of Macroeconomics			ECON 104	3
Intro to Financial Accounting	101-114 Accounting Principles*	4	BUS ADM 201	
Intro to Infor Technology Mgt			BUS ADM 230	4
Quant Models for Bus/Calc Srvy			MATH 208 or 211	4
Public Speak/Bus & Prof Comm	801-198 Speech or 801-196 Oral/Interpersonal Comm	3	COMMUN 103 or COMMUN 101	
<b>Business Core Courses</b>				
Managerial Accounting	101-131 Management Accounting (elec)*	3	BUS ADM 202	
Stat Modeling in Bus Analytics			BUS ADM 210	4
Career & Professional Dvlp			BUS ADM 300	1
Organizations			BUS ADM 330	3
Principles of Finance			BUS ADM 350	3
Principles of Marketing	104-101 Marketing Principles	3	BUS ADM 360	
Intro to Supply Chain Mgt			BUS ADM 370	3
Business Law I	102-160 Business Law	3	BUS ADM 391	
Management Analysis			BUS ADM 600	3

International Bus Req			Approved upper-division BUS ADM crs	3
<b>IT Mgt Major Requirements</b>				
Visual System Development			BUS ADM 335	3
Object-Oriented Systems Dvlp			BUS ADM 432	3
Data Base Mgt Systems			BUS ADM 434	3
Systems Analysis & Design			BUS ADM 436	3
Major Electives			Approved upper-division BUS ADM crs	12
<b>Business Electives</b>				
BUS ADM Courses	AAS Degree Completion	9		
<b>General Electives</b>				
			MATH 105 (prereq for MATH 208/211)	3
	102-137 Intro to Business	3	BUS ADM 100	
	801-136 English Composition	3	ENGLISH 101	
Free electives	Bulk Transfer	14		
<b>TOTAL CREDITS (133)</b>		<b>63</b>		<b>70</b>

**Appendix A.6: Program-to-Program Transfer Table**

**Gateway Technical College (Gateway)**  
**School of Business & Transportation**  
**AAS Business Management**  
 to  
**The Board of Regents of the University of Wisconsin System on behalf of**  
**University of Wisconsin-Milwaukee (UWM)**  
**Lubar School of Business**  
**BBA Marketing**

The following table outlines a possible transfer scenario, showing how the associate degree curriculum applies to the bachelor's degree and which requirements remain to complete at UWM. To maximize credit transfer, some substitutions may be identified. While every effort is made to maximize credit transfer, lack of alignment between degree programs and levels of instruction may require students to exceed 120 credits to meet all graduation requirements. Transfer results will differ based on individual students' transcripts.

<b>Degree Requirement</b>	<b>Gateway Coursework</b>	<b>Cr</b>	<b>UWM Coursework</b>	<b>Cr</b>
GER Requirements	See Appendix B for Gateway courses that fulfill GERS *Recommended substitution/elective.			
Oral and Written Comm-Part A	Met by 105-106 or 801-197 w/ C or better	--		
Oral and Written Comm-Part B	105-106 Business Communications or 801-197 Technical Reporting	3	ENGLISH 205 ENGLISH 206	
Quantitative Literacy-Part A	804-135 Quantitative Reasoning	3	MATH 102	
Quantitative Literacy-Part B			See Business Foundation section	--
Foreign Language			Two years HS (or two semesters college)	--
Art (3 credits)			Various courses (see Appendix B)	3
Humanities (6 credits)	809-166 Intro Ethics Theory & Apps*	3	PHILOS 241	
			Various courses (see Appendix B)	3
Natural Science (6 credits)			Various courses (see Appendix B)	3
(including one lab)			Various courses (see Appendix B)	3
Social Science (6 credits)	809-198 Intro to Psychology	3	PSYCH 101	
	809-172 Intro to Diversity Studies	3	SOCIOL 224	
Cultural Diversity	Met by 809-172	--		
<b>Business Foundation Courses</b>				
Principles of Microeconomics	809-143 Microeconomics*	3	ECON 103	
Principles of Macroeconomics			ECON 104	3
Intro to Financial Accounting	101-114 Accounting Principles*	4	BUS ADM 201	
Intro to Infor Technology Mgt			BUS ADM 230	4
Quant Models for Bus/Calc Srvy			MATH 208 or 211	4
Public Speak/Bus & Prof Comm	801-198 Speech or 801-196 Oral/Interpersonal Comm	3	COMMUN 103 or COMMUN 101	
<b>Business Core Courses</b>				
Managerial Accounting	101-131 Management Accounting (elec)*	3	BUS ADM 202	
Stat Modeling in Bus Analytics			BUS ADM 210	4
Career & Professional Dvlp			BUS ADM 300	1
Organizations			BUS ADM 330	3
Principles of Finance			BUS ADM 350	3
Principles of Marketing	104-101 Marketing Principles	3	BUS ADM 360	
Intro to Supply Chain Mgt			BUS ADM 370	3
Business Law I	102-160 Business Law	3	BUS ADM 391	
Management Analysis			BUS ADM 600	3

International Bus Req			Approved upper-division BUS ADM crs	3
<b>Marketing Major Requirements</b>				
Consumer Behavior			BUS ADM 461	3
Marketing Research			BUS ADM 462	3
Marketing Management			BUS ADM 463	3
Marketing Electives			Upper-division BUS ADM courses	12
<b>Business Electives</b>				
BUS ADM Courses	AAS Degree Completion	12		
<b>General Electives</b>				
			MATH 105 (prereq for MATH 208/211)	3
	102-137 Intro to Business	3	BUS ADM 100	
	801-136 English Composition	3	ENGLISH 101	
Free electives	Bulk Transfer	11		
<b>TOTAL CREDITS (130)</b>		<b>63</b>		<b>67</b>



## Appendix A.7: Program-to-Program Transfer Table

**Gateway Technical College (Gateway)**  
**School of Business & Transportation**  
**AAS Business Management**  
 to  
**The Board of Regents of the University of Wisconsin System on behalf of**  
**University of Wisconsin-Milwaukee (UWM)**  
**Lubar School of Business**  
**BBA Supply Chain & Operations Management**

The following table outlines a possible transfer scenario, showing how the associate degree curriculum applies to the bachelor's degree and which requirements remain to complete at UWM. To maximize credit transfer, some substitutions may be identified. While every effort is made to maximize credit transfer, lack of alignment between degree programs and levels of instruction may require students to exceed 120 credits to meet all graduation requirements. Transfer results will differ based on individual students' transcripts.

<b>Degree Requirement</b>	<b>Gateway Coursework</b>	<b>Cr</b>	<b>UWM Coursework</b>	<b>Cr</b>
GER Requirements	See Appendix B for Gateway courses that fulfill GERS *Recommended substitution/elective.			
Oral and Written Comm-Part A	Met by 105-106 or 801-197 w/ C or better	--		
Oral and Written Comm-Part B	105-106 Business Communications or 801-197 Technical Reporting	3	ENGLISH 205 ENGLISH 206	
Quantitative Literacy-Part A	804-135 Quantitative Reasoning	3	MATH 102	
Quantitative Literacy-Part B			See Business Foundation section	--
Foreign Language			Two years HS (or two semesters college)	--
Art (3 credits)			Various courses (see Appendix B)	3
Humanities (6 credits)	809-166 Intro Ethics Theory & Apps*	3	PHILOS 241	
			Various courses (see Appendix B)	3
Natural Science (6 credits)			Various courses (see Appendix B)	3
(including one lab)			Various courses (see Appendix B)	3
Social Science (6 credits)	809-198 Intro to Psychology	3	PSYCH 101	
	809-172 Intro to Diversity Studies	3	SOCIOL 224	
Cultural Diversity	Met by 809-172	--		
<b>Business Foundation Courses</b>				
Principles of Microeconomics	809-143 Microeconomics*	3	ECON 103	
Principles of Macroeconomics			ECON 104	3
Intro to Financial Accounting	101-114 Accounting Principles*	4	BUS ADM 201	
Intro to Infor Technology Mgt			BUS ADM 230	4
Quant Models for Bus/Calc Srvy			MATH 208 or 211	4
Public Speak/Bus & Prof Comm	801-198 Speech or 801-196 Oral/Interpersonal Comm	3	COMMUN 103 or COMMUN 101	
<b>Business Core Courses</b>				
Managerial Accounting	101-131 Management Accounting (elec)*	3	BUS ADM 202	
Stat Modeling in Bus Analytics			BUS ADM 210	4
Career & Professional Dvlp			BUS ADM 300	1
Organizations			BUS ADM 330	3
Principles of Finance			BUS ADM 350	3
Principles of Marketing	104-101 Marketing Principles	3	BUS ADM 360	
Intro to Supply Chain Mgt			BUS ADM 370	3
Business Law I	102-160 Business Law	3	BUS ADM 391	
Management Analysis			BUS ADM 600	3

International Bus Req			Approved upper-division BUS ADM crs	3
<b>Supply Chain/Ops Major Reqs</b>				
Operations Planning & Control			BUS ADM 475	3
Logistics & Transportation Mgt			BUS ADM 476	3
Purchasing & Supply Mgt			BUS ADM 477	3
Supply Chain Analytics			BUS ADM 478	3
Major Electives			Select upper-division courses	6
Enterprise Plan in Supply Chain			BUS ADM 576	3
<b>Business Electives</b>				
BUS ADM Courses	AAS Degree Completion	12		
<b>General Electives</b>				
			MATH 105 (prereq for MATH 208/211)	3
	102-137 Intro to Business	3	BUS ADM 100	
	801-136 English Composition	3	ENGLISH 101	
Free electives	Bulk Transfer	11		
<b>TOTAL CREDITS (130)</b>		<b>63</b>		<b>67</b>

**Appendix B: University General Education Requirements (GER)**

**Gateway Technical College (Gateway)  
School of Business & Transportation  
AAS Business Management**

**to**

**The Board of Regents of the University of Wisconsin System on behalf of  
University of Wisconsin-Milwaukee (UWM)  
Lubar School of Business**

**BBA Business Degrees (Accounting, Finance, General Business, Human Resources Management, Information  
Technology Management, Marketing, Supply Chain & Operations Management)**

General Education Requirements (GER) give structure to each student’s education while providing the student the greatest possible freedom to design an individual academic program. These requirements include two major categories: **competency** and **distribution**.

**Competency** requirements are designed to assure proficiency in oral and written communication (OWC Parts A & B), quantitative literacy (QL Parts A & B), & foreign languages.

**Distribution** requirements are designed to provide students with a broad body of knowledge in the areas of the arts, humanities, natural sciences, and social sciences as a foundation for specialization.

The table below outlines the University of Wisconsin-Milwaukee’s GER requirements. Note that College of Letters and Science majors must complete GER coursework above and beyond what is listed here. Some programs/majors will require specific coursework for certain competency and distribution requirements. Consult with an advisor early in your academic career to ensure that you choose the best coursework for your intended program of study.

<b>GER Category</b>	<b>Min. Credits</b>	<b>Fulfilled by</b>
<b>Competency Requirements</b>		
OWC-A	0-3	1. C or higher in ENGLISH 102 or equivalent or 2. An appropriate score on the English Placement Test
OWC-B	3	An approved advanced course with a significant written or oral communication component.
QL-A	0-3	1. C or higher on approved math coursework at UWM or in transfer or 2. Score of 30 or higher on the Mathematics Placement Test
QL-B	3	An approved course as determined by the major. QL Part B courses make significant use of quantitative tools in the context of other course material.
Foreign Language	0-6	1. Successfully passing two consecutive years of high school-level instruction in a single foreign language, 2. Successfully passing two consecutive semesters of college-level instruction in a single foreign language, or 3. Demonstrating foreign language ability equivalent to two semesters of a single foreign language by earning a satisfactory score on an approved placement, proficiency, departmental, or other examination.
<b>Distribution Requirements</b>		
Arts	3	A course in history, philosophy, theory, or practice of the creative and interpretive arts.
Humanities	6	Two courses that address questions, issues, and concepts basic to the formation of character and the establishment of values in a human

		context. Common subject areas include art history, history, language and literature, philosophy, religious studies, and film and media studies.
Natural Sciences	6	At least two courses; one must include laboratory or field experience illustrating the generation and testing of data and the application of concepts and knowledge to the solution of problems.
Social Sciences	6	Two courses dealing with the study of human behavior, human cultural and physical variation and evolution, and the organization, development, and consequences of human activity, both past and present.
Cultural Diversity	0-3	As part of the distribution requirements, one course must pertain to the study of the life experiences of African Americans, Latino/Hispanic Americans, American Indians, or Asian Americans.

### Gateway GER Transfer Courses

The following list can be consulted to find Gateway courses that meet UWM GER requirements. This list is not meant to be exhaustive. There may be additional Gateway courses that are transferrable as GER equivalents. Please consult with an advisor; both Transferology ([www.transferology.com](http://www.transferology.com)) and the Transfer Equivalency Database (TED) ([ted.uwm.edu](http://ted.uwm.edu)) offer searchable databases that indicate GER status.

#### Competency—OWC-A:

801-150 English Composition II

#### Competency—OWC-B:

105-106 Business Communications

801-197 Technical Reporting

#### Competency—QL-A:

804-133 Math & Logic  
804-135 Quantitative Reasoning

804-197 College Algebra & Trigonometry w/ Apps

#### Competency—QL-B:

804-189 Introductory Statistics

804-198 Calculus 1

#### Competency—Foreign Language:

*College coursework in a foreign language through the second semester.*  
802-125 Spanish II

#### Distribution—Arts:

N/A

#### Distribution—Humanities:

304-118 Art History  
801-198 Speech

809-166 Intro to Ethics

#### Distribution—Natural Sciences (+ indicates lab credit):

806-102 Environmental Chemistry  
806-114 General Biology+  
806-134 General Chemistry+  
806-143 College Physics 1+  
806-154 General Physics 1+  
806-167 Science of Technology

806-172 Basic Nutritional Science  
806-179 Advanced Anatomy & Physiology+  
806-184 Plant Biology  
806-186 Intro to Biochemistry+  
806-189 Basic Anatomy  
806-197 Microbiology+

Distribution—Social Sciences:

102-137 Intro to Business  
504-900 Intro to Criminal Justice  
801-196 Oral/Interpersonal Communication  
809-143 Microeconomics  
809-159 Abnormal Psychology

809-172 Intro to Diversity Studies  
809-188 Developmental Psychology  
809-195 Economics  
809-196 Intro to Sociology

Cultural Diversity:

809-172 Intro to Diversity Studies

**Appendix C: Sending Institution Curriculum & Transfer Information**

**Gateway Technical College (Gateway)  
School of Business & Transportation  
AAS Business Management**

**to**

**The Board of Regents of the University of Wisconsin System on behalf of  
University of Wisconsin-Milwaukee (UWM)  
Lubar School of Business**

**BBA Business Degrees (Accounting, Finance, General Business, Human Resources Management, Information  
Technology Management, Marketing, Supply Chain & Operations Management)**

This articulation agreement is based on the following curriculum offered at Gateway Technical College as presented in its 2020-21 academic catalog. Common transfer equivalencies are shown as well, indicating how individual courses will transfer from Gateway to UWM without AAS degree completion.

<b>Gateway Curriculum</b>	<b>Cr</b>	<b>Standard UWM Equivalencies</b>
890-155 Gateway to Success	1	TRAN-NO (Does not transfer)
101-114 Accounting Principles OR 101-112 Accounting for Business & 103-103 Excel II	4	BUS ADM 201  TRAN-FRE X (General transfer credit) TRAN-FRE X
102-137 Intro to Business	3	BUS ADM 100
102-160 Business Law	3	BUS ADM 391
801-136 English Composition	3	ENGLISH 101
104-101 Marketing Principles	3	BUS ADM 360
104-104 Selling Principles	3	TRAN-FRE X
105-106 Business Communications or 801-197 Technical Reporting	3	ENGLISH 205 ENGLISH 206
804-135 Quantitative Reasoning	3	MATH 102
801-198 Speech or 801-196 Oral/Interpersonal Communication	3	COMMUN 103 COMMUN 105
103-143 Computers for Professionals	3	TRAN-FRE X
104-105 Promotion Principles	3	TRAN-FRE X
102-121 Credit Management	3	TRAN-FRE X
196-190 Leadership Development or 809-166 Intro Ethics Theory & Applications	3	TRAN-FRE X PHILOS 241
196-191 Supervision	3	TRAN-FRE X
809-172 Intro to Diversity Studies	3	SOCIOL 224
102-186 Business Management Internship or 806-112 Principles of Sustainability	3	TRAN-FRE X CES X (Conservation & Environmental Sci Elective)
102-196 Business Decision Management	4	TRAN-FRE X
809-195 Economics or 809-143 Microeconomics	3	ECON 100 ECON 103
809-198 Intro to Psychology	3	PSYCH 101
Elective course	3	
<b>Total Credits</b>	<b>63</b>	