



Saint Ambrose University

Transfer Planning Guide

Business Sales, or Healthcare Sales

St. Ambrose Contacts

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TRANSFER FACTS

- SAU offers a Bachelor of Arts in Business Sales or Healthcare Sales. The degree prepares students to enter the business world, or the healthcare sales industry, and contribute to organizational success through an understanding of global, organizational and community markets, knowledge of evidence-based sales practices, good communication skills, compassion, and ethical integrity in decision making.
- A student who earns an Associate in Arts (AA) degree from BHC will be admitted to SAU as a junior, and will have met most of SAU's lower division general education requirements.
- Students planning to transfer prior to completion of the AA at BHC should reference SAU general education requirements. Students transferring without a degree will have their transcripts evaluated on a course-by-course basis using course equivalencies.
- For students transferring with 30 semester hours or fewer, it is strongly recommended that BHC coursework include MATH 112 or 131 (see NOTE 1 below).
- A maximum of 64 community college credits will be applied toward the minimum of 120 credits required for SAU graduation. Thirty credits must be taken at the 300 level or above (lower division courses that have a transfer equivalency at the 300-level receive lower division credit). Students must complete the final 30 credits, or 45 of the last 60 credits, at SAU. A maximum of 16 semester hours of credit will be awarded for technical/vocational electives.

INCLUDE THE FOLLOWING COURSES within the AA degree.

(LD) = lower division credit awarded.

Notes	BHC Course	SH	SAU Course
	SAU required core for Business Sales or Healthcare Sales:		
	ACCT 101 + ACCT 103 Financial Accounting + lab	3+1	ACCT 201 + 1 elective credit for the lab
	ACCT 102 + ACCT 104 Managerial Accounting + lab	3+1	ACCT 202 + 1 elective credit for the lab
1	MATH 132 Calculus for Bus/Soc Sciences	4	STBE 137
1,8	MATH 108 or MATH 228 Statistics	3	Both transfer as STBE 237 or STAT 213
	BL 201 or BL 202 Business Law I or II	3	Both transfer as BUS 201
	ECON 221 Principles of Macroeconomics	3	ECON 201
	ECON 222 Principles of Microeconomics	3	ECON 202
	BUSN 230 Principles of Marketing	3	MKTG 209
8	BUSN 240 Principles of Management	3	MGMT 210
8	BUSN 238 Sales Principles	3	SLS 335 (LD)
	For general education in the AA degree:		
	ENG 101 Composition I	3	ENGL elective
	ENG 102 Composition II	3	ENGL 101
	SPEC 101 Principles of Speech Communication	3	COMM 129
3,4	IAI Humanities: select a PHIL course or HIST 222	3	Fulfills general education

4	IAI Fine Arts	3	Fulfills general education
4	IAI Humanities or Fine Arts	3	Fulfills general education
4	IAI Social & Behavioral Science (except ECON) <i>PSYC 101 Intro to Psychology, or SOC 101 Principles of Sociology recommended</i>	3	Fulfills general education
5	IAI Physical Science <i>For Healthcare Sales take CHEM 101 General Chemistry I</i>	3-4	CHEM 105
5	IAI Life Science <i>For Healthcare Sales take BIOL 100 Introduction to Biology, or BIOL 101 General Human Biology</i>	3-4	Both transfer as BIOL 101
Also required for Healthcare Sales:			
	BIOL 150 Medical Terminology	3	HS 250 Medical Terminology (1 credit)
These courses may also be taken prior to transfer:			
6	Second language: SPAN 101 Elementary Spanish I and 102 Elementary Spanish II. <i>Each course is 4 credits.</i>	0-8	An SAU graduation requirement.
7	HEAL 102 Foundations of Wellness	3	KIN 149 (1 credit)
9	CS 100 Into to Computers	3	CSCI 120
2, 9	BE 146 Microsoft Excel	3	Technical/vocational elective

AA Degree: 60 credits min.

NOTES

Students' assessment scores might indicate the necessity of prerequisite English, Math or Reading courses in addition to the courses listed above.

1. The pre-requisite for MATH 132 is MATH 112 College Algebra, or appropriate assessment score. For students transferring with 30 semester hours or fewer, it is strongly recommended that BHC coursework include MATH 112 or MATH 131. The pre-requisite for MATH 131 is MATH 112. MATH 112 is an elective in the AA degree. MATH 108, MATH 131, MATH 132 or MATH 228 will meet the general education math requirement for the AA.
2. A maximum of 16 semester hours of credit will be awarded for technical/vocational electives.
3. Students are strongly encouraged to complete at least one of PHIL 100, 101, 103, 205 or 206, or HIST 222 to satisfy the pre-requisite for an upper division Philosophy or Theology course at SAU. Students who earn the AA degree at BHC will only need to complete 6 hours of Philosophy/Theology after transfer. Students not earning the AA degree may meet up to six hours of the twelve-hour Philosophy/Theology requirement prior to transfer by completing one Philosophy course and HIST 222 at BHC.
4. BHC requires one non-western studies course to meet graduation requirements. See an advisor or the college catalog for designated non-western courses available in the Humanities, Fine Arts, or the Social and Behavioral Science areas.
5. BHC requires one lab science (4 or more credits) course to meet graduation requirements. This can be taken as the physical science or the life science.
6. To meet SAU's graduation requirement, complete either three years of the same second language in high school, or the same second language in college through the equivalent of the 102-level (first year, second semester). St. Ambrose recommends completing the second language before transferring.
7. Depending on when taken, HEAL 102 is Living in a Changing World (2 credits) or Foundations of Wellness (3 credits). If not taking HEAL 102, take KIN 149 Wellness Concepts (1 credit) at SAU.
8. Any of these courses may be taken after transfer: MATH 108 or 228; BUSN 236, 238, 240, 241, 250 and 260.
9. CS 100 and BE 146 are not required, but recommended for students to acquire skills in Microsoft Office and Excel.

This guide is not intended to be a contract with SAU. The information of this guide is subject to change; students are advised to contact SAU to keep informed of changes. Final responsibility for verifying all transfer information lies with the student. Use this guide in conjunction with the BHC Catalog the student will use to fulfill degree requirements.

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