



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 & Healthcare Sales:		
	ACCT 101 + ACCT 103	3+1	ACCT 201 + 1 elective credit for the lab
	ACCT 102 + ACCT 104	3+1	ACCT 202 + 1 elective credit for the lab
1	MATH 132	4	STBE 137
1,8	MATH 108 or MATH 228	3	Both transfer as STBE 237 or STAT 213
	BL 201 or BL 202	3	Both transfer as BUS 201
	ECON 221	3	ECON 201
	ECON 222	3	ECON 202
	BUSN 230 Principles of Marketing	3	MKTG 209
8	BUSN 240 Principles of Management	3	MGMT 210
8	BUSN 238 Salesmanship	3	SLS 335 (LD)
8	BUSN 260 Business Financial Management	3	FNCE 300 (LD)
	For general education in the AA degree:		
	ENG 101	3	ENGL elective
	ENG 102	3	ENGL 101
	SPEC 101	3	COMM 129
3,4	IAI Humanities <i>a Philosophy course is recommended</i>	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 or SOC 101 recommended</i>	3	Fulfills general education
5	IAI Physical Science • For Healthcare Sales take CHEM 101	3-4	CHEM 105
5	IAI Life Science • For Healthcare Sales take BIOL 100 or BIOL 101	3-4	Both transfer as BIOL 101
<i>Also required for Healthcare Sales:</i>			
	BIOL 150 Medical Terminology	3	HS 250 Medical Terminology (1 credit)
<i>These courses may also be taken prior to transfer:</i>			
6	Foreign Language	0-8	SAU graduation requirement
7	HEAL 102	2-3	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: 64 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 Philosophy course prior to transferring to SAU. Students who earn the AA degree at BHC will only need to complete 6 hours of Philosophy/Theology after transfer. An introductory philosophy course is recommended to meet a humanities requirement at BHC, as well as meet a prerequisite for an upper level philosophy or theology course at SAU (PHIL 305 for Business Sales, and PHIL 310 for Healthcare Sales). 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. SAU requires three years of the same foreign language in high school or two semesters through level 102 in college.
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. MATH 108 or MATH 228, BUSN 238, BUSN 240 and BUSN 260 may be taken after transfer.
9. CS 100 and BE 146 not required for the majors, but recommended for students without Microsoft Office and Excel skills.

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.