



**TRANSFER GUIDE - ASSOCIATE DEGREE PROGRAMS**

**BTC Program: Business Management 1617 Academic Year**

**Lakeland University Program: Business Administration - Management**

**Minimum GPA for admission: 2.0**

**Review Date: 4/3/17**

**General Education Courses**

Blackhawk Technical College			Lakeland University		
Course No.	Course Title	Credits	Course No.	Course Title/Field	Credits
801-195	Written Communication	3	GEN 110	Composition I: Academic Writing	3
801-196	Oral/Interpersonal Comm --OR--	3	COM 111	Fundamentals of Public Speaking	3
801-198	Speech				
809-143	Microeconomics	3	ECN 230	Principles of Microeconomics/A Social Sciences course	3
804-123	Math w Business Apps --OR--	3	MAT 130	An elective course Intermediate Algebra	3
804-118	Interm Algebra w Apps				
809-198	Intro to Psychology	3	PSY 200	General Psychology/A Social Sciences course	3
835-103	Student Success	1			
<b>Total general education credits earned:</b>		<b>16</b>	<b>Total general education credits accepted:</b>		<b>15</b>

**Occupational Courses**

Course No.	Course Title	Credits	Course No.	Course Title	Credits
102-148	Intro to Business & Mgmt	3	BUS 150	Pathways to Success: An Intro to Business	3
103-128	Intro to MS Office Suites	2		An elective course	2
104-102	Marketing Principles	3	BUS 350	Marketing Principles	3
102-109	Business Careers & Communication	3		An elective course	3
102-115	Management Principles	3	BUS 330	Management Principles	3
116-193	Human Resource Mgmt	3	BUS 380	Human Resource Management	3
101-117	Accounting Fundamentals	3		An elective course	3
102-120	Small Business Management	3		A Business elective course	3
102-122	Bus Sustainability Planning	3		A Business elective course	3
102-155	Intro to Project Management	3		A Business elective course	3
102-160	Business Law	3	BUS 410	Business Law I	3
104-104	Selling Principles	3		A Business elective course	3
102-121	Customer Service Management	3		A Business elective course	3
102-130	Business Finance & Budget Mgmt	3		An elective course	3
102-150	Global Business Fundamentals	3	BUS 284	Principles of International Business	3
102-127	Business Mgmt Internship --OR--	3	BUS 400	Business Internship/A Business elective course	3
102-128	Bus. Plan & Entrepreneur			An elective course	
<b>Elective credits allowed:</b>					
<b>Total of Occupational/Elective</b>		<b>47</b>	<b>Total of Occupational/Elective</b>		<b>47</b>
<b>Total transferable credits:</b>		<b>63</b>	<b>Total transferable credits:</b>		<b>62</b>

**NOTE: Transfer credits noted assume completed Associate's Degree.**

**Courses needed to complete degree at Lakeland University:**

Course No.	Course Title	Credits
GEN 112	Composition II	3

\* Dependent upon course chosen

MAT 130	Intermediate Algebra*	3
<b>Complete a min. of 3 semester credits in 6 of the 7 categories listed below:</b>		
	Number of semester hours still needed	18
	Mathematics	
	World Languages	
	History & Political Science	
	Art, Music & Theatre	
	Philosophy & Religion	
	Natural Science	
	Literature and Writing	
<b>GEN 3XX</b>		
	Core II	3
<b>GEN 4XX</b>		
	Core III	3
ACC 210	Financial Accounting Principles	3
ACC 220	Managerial Accounting Principles	3
BUS 301	Management Information Systems	3
BUS 340	Principles of Business Finance	3
BUS 491	Business Policy & Strategy (WI)	3
ECN 235	Principles of Macroeconomics	3
MAT 220	Probability & Statistics	3
BUS 425	Retail Management	3
BUS 445	Logistics & Supply Chain Management	3
BUS 455	Entrepreneurial Management	3
<b>Total credits needed at Lakeland University to complete degree in the evening, weekend and online program:</b>		<b>60</b>
<b>Additional credits required to complete the traditional on-campus program</b>		
BUS 400	Internship in Business*	3
BUS 200	Business & Professional Protocol	2
<b>Total credits needed to complete the traditional undergraduate program:</b>		<b>65</b>