



TRANSFER GUIDE - ASSOCIATE DEGREE PROGRAMS
Chippewa Valley Technical College Program: BUSINESS MANAGEMENT

Lakeland College Program: Business Administration, Insurance Emphasis
Minimum GPA for admission: 2.0
Initial effective date:

General Education Courses

CVTC			Lakeland		
Course No.	Course Title	Credits	Course No.	Course Title/Field	Credits
10-801-198	Speech	3	COM 111	Fundamentals of Public Speaking	3
10-801-196	Oral/Interpersonal Comm	3		An elective course	3
10-809-195	Economics	3	ECN 220	Principles of Macroeconomics / A Social Sciences course	3
10-809-122	Intro to Sociology	3	SOC 100	Introduction to Sociology/ A Social Sciences course	3
10-801-136	English Composition I	3	GEN 110	Composition I	3
10-809-198	Intro to Psychology	3	PSY 200	General Psychology / A Social Sciences course	3
10-804-123	Math w Business Apps --OR--	3		An elective course	3
10-804-189	Introductory Statistics	3	MAT 220	Probability and Statistics	3
10-102-113	Business Ethics	3		A Philosophy and Religion Course	3
Total general education credits earned:		24			
Total transferable general education credits:		24	Total general education credits accepted:		24

Occupational Courses

Course No.	Course Title	Credits	Course No.	Course Title	Credits
10-102-131	Introduction to Business	3	BUS 150	Pathways to Success: An Introduction to Business	3
10-104-102	Marketing Principles	3	BUS 350	Marketing Principles	3
10-103-102	Microsoft Office Suite	2		An elective course	2
10-116-193	Human Resources, Intro	3	BUS 380	Human Resource Management	3
10-102-112	Principles of Management	3	BUS 330	Management Principles	3
10-104-104	Professional Selling	3		An elective course	3
10-102-109	Software Skills for Bus Mgr	2		An elective course	2
10-102-116	Management Decision Making	3		An elective course	3
10-102-188	Project Management	3		An elective course	3
10-101-105	Accounting, Intro to ^ --OR--	3		An elective course	3
10-101-111	Accounting I ^	4	ACC 210	Financial Accounting Principles	4
10-101-184	Business Finance & Budgeting	3		An elective course	3
10-102-114	Managing Operations	3		An elective course	3
10-102-115	Business Mgmt Internship	1		An elective course	1
10-102-117	Planning Your Bus Mgmt Career	2		An elective course	2
10-102-150	International Business	3	BUS 284	Principles of International Business	3
10-116-190	Leadership Development	3		An elective course	3
Total occupational course credits earned:		43	Total occupational course credits accepted:		47
Elective credits allowed:		0	Elective credits allowed:		0
Total credits required for graduation:		67			
Total transferable credits:		67-68^	Total credits accepted at Lakeland College:		67-68^

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

^ Total transfer credits dependent upon accounting course selection

*** Course waived if 10-804-189 Statistics successfully completed**

**** 804-189 Statistics fulfills Mathematics requirement = MAT220 Probability and Statistics**

101-111 fulfills ACC210 Financial Accounting Principles

*****Minimum of 120 credits required for degree. Mathematics course completed will affect remaining credits needed.**

Courses needed to complete degree at Lakeland College:

Course No.	Course Title	Credits
GEN 112	Composition II	3
MAT 130	Intermediate Algebra *	3
Complete a minimum of 3 credits from 5 of the following 6 categories (15 credits)		
	History & Political Science	
	Art, Music and Theatre	
	Mathematics **	
	Natural Sciences	
	Literature and Writing	
	World Languages	
GEN 3XX	Core II: Exploring Human Condition	3
GEN 4XX	Core III: Shaping the Future	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 410	Business Law I	3
BUS 491	Business Policy and Strategy (WI)	3
ECN 230	Principles of Microeconomics	3
MAT 220	Probability and Statistics **	3
Insurance Emphasis:		15
BUS 325	The Insurance Industry	
BUS 424	Intermediate Corporate Finance	
BUS 440	Personal Insurance Lines	
BUS 441	Commercial Insurance Lines I	
BUS 442	Commercial Insurance Lines II	
Total credits needed at Lakeland College to complete degree in the evening, weekend and online program:		66 ***
Additional credits required to complete the traditional on-campus program		
BUS 200	Business and Professional Protocol	2
BUS 400	Business Internship	3
Total credits needed to complete the traditional undergraduate program:		71 ***