



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

Lakeland College Program: Business Administration, Sport Management 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 general education credits accepted:		24
Total transferable general education credits:		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	3
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:		43
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 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. Accounting and mathematics courses 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
Sport Management Emphasis:		
ESS 144	Introduction to Sport Studies	
ESS 315	Sport Marketing and Promotion	
ESS 324	Programming of Athletic Facilities and Events	
ESS 410	Organization and Management of Sport Programs	
One of the following:		
ECN 301	Economics of Sports	
ESS 450	Essentials of Ethics and Law in Sport	
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 ***