



TRANSFER GUIDE - ASSOCIATE DEGREE PROGRAMS

Program: Business Management-General Track

Lakeland University Program: Business Administration -Management emphasis

Minimum GPA for admission: 2.0

Review Date: 10/07/2019

General Education Courses					
Fox Valley Technical College			Lakeland		
Course No.	Course Title	Credits	Course No.	Course Title/Field	Credits
10-804-123	Math w Business Apps	3		An elective course	3
10-809-198	Intro to Psychology	3	PSY200	General Psychology/ A Social Science course	3
10-801-195	Written Communication	3	GEN110	Composition I	3
10-801-196	Oral/Interpersonal Comm	3	COM111	Fundamentals of Public Speaking	3
10-809-195	Economics	3	ECN235	Principles of Macroeconomics/A Social Science course	3
Total general education credits earned:		15	Total general education credits accepted:		15

Occupational Courses					
Course No.	Course Title	Credits	Course No.	Course Title	Credits
10-101-107	Accounting, Principles of	3		An elective course	3
10-103-120	MS Office Suite, Introduction	2		An elective course	2
10-102-103	Business Law 1	3	BUS410	Business Law 1	3
10-104-151	Marketing, Principles of	3	MKT350	Marketing Principles	3
10-196-191	Supervision	3	BUS330	Management Principles	3
10-104-117	Sales Principles	3			3
10-106-199	Business Career Planning	1			1
10-116-155	Business Ethics	3	PHI232	Ethics/A Philosophy & Religion course	3
10-196-110	Cost Controls and Budgeting	3		An elective course	3
10-196-131	Problem Solving	2		An elective course	2
10-101-145	Beginning Spreadsheets	1		An elective course	1
10-106-118 OR 10-196-108	Effective Business Practice OR Contemporary Business Issues	3		An elective course	3
10-102-106	Business Management Internship	2	BUS400	Internship in Business	2
10-116-193	Human Resource Management	3	BUS380	Human Resource Management	3
10-102-112	Business, Introduction to OR	3	BUS150	Introduction to Business	3
10-145-104	Entrepreneurship, Introduction to			An elective course	
10-196-190	Leadership Development	3	BUS492	Organizational Leadership	3
Elective credits allowed:		6			6
Total of Occupational/Elective		47	Total of Occupational/Elective		47
Total transferable credits:		62	Total transferable credits:		62

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

Courses needed to complete degree at Lakeland University:

Course No.	Course Title	Credits
GEN112	Composition II	3
GEN3XX	Core II	3
GEN4XX	Core III	3
ACC210	Financial Accounting Principles	3
ACC220	Managerial Accounting Principles	3
BUS301	Management Information Systems	3
BUS340	Principles of Business Finance	3
BUS491	Business Policy & Strategy	3
ECN230	Principles of Microeconomics	3
MAT220	Probability & Statistics	3
Management emphasis		
One of the following four options:		2 to 3
MKT 425	Retail Management	
BUS 445	Logistics & Supply Chain Management	
BUS 455	Entrepreneurial Management	
BUS 400 & EXP 100	Business Internship (min. 1 sem. hr.) AND Professional Protocol (1 sem. hr.)	
Number of electives needed to reach 120 semester hour minimum:		25 to 26
Total credits needed at Lakeland University to complete degree:		58