



**TRANSFER GUIDE**

**Program: Small Business Entrepreneurship 1718 Academic Year**

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

**Minimum GPA for admission: 2.0**

**Review Date: 9/5/17**

**General Education Courses**

Madison College			Lakeland		
Course No.	Course Title	Credits	Course No.	Course Title/Field	Credits
10-804-123	Math with Business Applications	3		An elective course	3
10-801-195	Written Communication	3	GEN 110	Composition I	3
<b>Total general education credits earned:</b>		<b>6</b>	<b>Total general education credits accepted:</b>		<b>6</b>

**Occupational Courses**

Course No.	Course Title	Credits	Course No.	Course Title	Credits
10-145-105	Operations Management	3		A business elective course	3
10-145-106	Small Business Marketing	3		A business elective course	3
10-145-117	Introduction to Entrepreneurship	3		A business elective course	3
10-145-185	Customer Service Management	3		A business elective course	3
10-101-106	Accounting Fundamentals	3		An elective course	3
10-104-104	Selling Principles	3		A business elective course	3
10-145-102	Small Business Development	3		A business elective course	3
10-145-108	Field Experience	2	BUS 400	Internship in Business	2
10-196-191	Principles of Supervision	3	BUS 330	Management Principles	3
10-102-160 --OR--	Business Law 1	3	BUS 410	Business Law I	3
10-104-111 --OR--	Innovative Trends in Marketing		COM370	Communication & Social Media	
10-104-114 --OR--	Social Media Principles			A business elective course	
10-104-118 --OR--	Store Operations			A business elective course	
10-104-169 --OR--	Internet Marketing			A business elective course	
10-104-180	Global Marketing		BUS469	Global Marketing & Management Strategies	
<b>Elective credits allowed:</b>					
<b>Total of Occupational/Elective</b>		<b>29</b>	<b>Total of Occupational/Elective</b>		<b>29</b>
<b>Total transferable credits:</b>		<b>35</b>	<b>Total transferable credits:</b>		<b>35</b>

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

Course No.	Course Title	Credits
GEN 112	Composition II	3
MAT 130	Intermediate Algebra	3
<b>Complete a min. of 3 semester credits in 7 of the 8 categories listed below:</b>		
	Number of semester hours still needed	21
	Mathematics	
	World Languages	
	Social Sciences	
	History & Political Science	

\* Dependent upon course chosen

	Art, Music & Theatre	
	Philosophy & Religion	
	Natural Science	
	Literature and Writing	
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
BUS 350	Marketing Principles	3
BUS410*	Business Law I	3
BUS491	Business Policy & Strategy (WI)	3
ECN230	Principles of Microeconomics	3
ECN235	Principles of Macroeconomics	3
MAT220	Probability & Statistics	3
BUS380	Human Resource Management	3
BUS425	Retail Management	3
BUS445	Logistics & Supply Chain Management	3
BUS455	Entrepreneurial Management	3
Number of electives needed to reach 120 credit minimum		10
<b>Total credits needed to complete degree in the evening, weekend and online program:</b>		<b>85</b>
<b>Additional credits required to complete the traditional on-campus program</b>		
BUS 200	Business and Professional Protocol	2
BUS400	Business Internship	1
Number of electives to reach 120 credit minimum:		7
<b>Total credits needed to complete the traditional undergraduate program:</b>		<b>85</b>