



TRANSFER GUIDE - ASSOCIATE DEGREE PROGRAMS

Program: Wisconsin Indianhead Technical College - Business Management
 Lakeland University Program: Business Administration - Insurance emphasis 2018-2019
 Minimum GPA for admission: 2.0
 Review Date:

Technical College			Lakeland		
Course No.	Course Title	Credits	Course No.	Course Title/Field	Credits
10-801-136	English Composition 1	3	GEN 110	Composition I: Academic Writing	3
10-804-123	Math w/Business Applications	3		An elective course	3
10-809-195	Economics	3	ECNGEN	Economics	3
10-801-198	Speech	3	COM 111	Fundamentals of Public Speaking	3
OR 10-801-196	OR Oral/Interpersonal Communication		COM 111	Fundamentals of Public Speaking	
10-809-198	Introduction to Psychology	3	PSY 200	General Psychology	3
OR 10-809-188	OR Developmental Psychology		PSY 330	Human Growth & Development	
Total general education credits earned:		15			15

Occupational Courses					
Course No.	Course Title	Credits	Course No.	Course Title	Credits
10-101-101	Financial Accounting 1	4	ACC 210	Financial Accounting Principles	4
10-103-125	MS Outlook	1		An elective course	1
10-103-146	MS Word A	1		An elective course	1
10-103-151	MS Excel A	1		An elective course	1
10-104-102	Marketing Principles	3	MKT 350	Marketing Principles	3
10-104-180	Business & Marketing Field Study	2		An elective course	2
10-105-100	Introduction to Business	3	BUS 150	Pathways to Success: An Introduction to Business	3
10-105-125	Business Law	3	BUS 410	Business Law I	3
10-114-107	Principles of Finance	3	BUS 340	Principles of Business Finance	3
10-104-191	Customer Service Management	3		An elective course	3
10-196-191	Supervision	3	BUS 330	Management Principles	3
	Elective	3		An elective course	3
Complete one emphasis					
Business Management General Emphasis		15		(9 credits of elective courses below)	9
10-101-174	QuickBooks Accounting - Beginning	2		An elective course	
10-103-106	MS PowerPoint	1		An elective course	
10-103-152	MS Excel B	1		An elective course	
10-103-162	MS Access A	1		An elective course	
10-116-100	Human Resource Management	3	BUS 380	Human Resource Management	3
OR 10-104-198	OR Managing Human Resources		BUS 380	Human Resource Management	
10-145-101	Entrepreneurship	3		An elective course	
10-196-157	Strategic Planning	1		An elective course	
10-196-188	Project Management	3		An elective course	
Business Management Marketing Emphasis		15			
10-104-104	Selling Principles	3		An elective course	
10-104-110	Technological Applications in Marketing	3		An elective course	
10-104-189	Social Media Marketing	3		An elective course	
10-104-125	Multi-Media Marketing	3	MKT 388	Integrated Marketing Communications	3
10-104-148	Sales Management	3		An elective course	
Total Occupational credits:		60	Total transferable credits:		60

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: Argumentation & Research	3
GEN 3XX	Core II: Exploring the Human Condition	3
GEN 4XX	Core III: Shaping the Future (Writing Intensive)	3
ACC 220	Managerial Accounting Principles	3
BUS 301	Management Information Systems	3
BUS 491	Business Policy and Strategy (Writing Intensive)	3
ECN 230	Principles of Microeconomics	3
MAT 220	Probability & Statistics	3
Insurance Emphasis: choose five of six options:		15 to 16
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	
EXP 100 & BUS 400	Professional Protocol (1 semester hour) & Business Internship	
	Electives	20-21
Total credits to complete degree program:		60