



TRANSFER GUIDE - ASSOCIATE DEGREE PROGRAMS

Program: Wisconsin Indianhead Technical College - Business Management

Lakeland University Program: Business Administration - Sport Management emphasis 2018-2019

Minimum GPA for admission: 2.0

Review Date:

General Education Courses					
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	
<b>Total general education credits earned:</b>		<b>15</b>			<b>15</b>

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	
10-103-146	MS Word A	1		An elective course	
10-103-151	MS Excel A	1		An elective course	
10-104-102	Marketing Principles	3	MKT 350	Marketing Principles	3
10-104-180	Business & Marketing Field Study	2		An elective course	
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			
10-196-191	Supervision	3	BUS 330	Management Principles	3
	Elective	3			
<b>Complete one emphasis</b>					
<b>Business Management General Emphasis</b>		<b>15</b>			
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	
10-104-101	Entrepreneurship	3		An elective course	
10-196-157	Strategic Planning	1		An elective course	
10-196-188	Project Management	3		An elective course	
<b>Business Management Marketing Emphasis</b>		<b>15</b>			
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			
<b>Total Occupational credits:</b>		<b>60</b>	<b>Total transferable credits:</b>		<b>60</b>

**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
<b>Sports Management Emphasis: choose five of seven options:</b>		15-16
ECN 301	The Economics of Sport	
EXP 100 & SML 400	Professional Protocol (1 semester hour) & Internship in Sport Management & Leadership	
SML 144	Introduction to Sport Management & Leadership	
SML 315	Sport Marketing & Promotion	
SML 324	Programming of Athletic Facilities & Events	
SML 410	Organization & Management of Sport Programs (WI)	
SML 450	Essentials of Ethics & Law in Sport	
	Electives	20-21
<b>Total credits needed to complete program:</b>		<b>60</b>