



TRANSFER GUIDE - ASSOCIATE DEGREE PROGRAMS

CVTC Program: Business Management 2021

Lakeland University Program: Business Administration, Sales Management Emphasis 2021

Minimum GPA for admission: 2.0

Review Date: 2021

General Education Courses					
Technical College			Lakeland		
Course No.	Course Title	Credits	Course No.	Course Title/Field	Credits
801-196	Oral / Interpersonal Communication --OR-- Speech	3	COM 111	Fundamentals of Public Speaking	3
801-198					
801-136	English Composition 1	3	GEN 110	Composition I: Academic Writing	3
809-195	Economics	3	ECN 235	Principles of Macroeconomics	3
804-134	Mathematical Reasoning --OR-- Introductory Statistics	3	MAT 130	Intermediate Algebra	3
804-189				MAT 220	
809-198	Introduction to Psychology	3	PSY 200	General Psychology	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
102-112	Principles of Management	3	BUS 330	Management Principles	3
102-133	Leadership for Business Excellence	3		An elective course	3
103-170	Microsoft Excel --OR--	1		An elective course	1 to 2
103-102	Microsoft Office Suite	2		An elective course	
104-102	Marketing Principles	3	MKT 350	Marketing Principles	3
116-193	Introduction to Human Resources	3	BUS 380	Human Resource Management	3
102-109	Business Analytics	3	BUS 301	Management Information Systems	3
102-113	Business Ethics	3		A Philosophy & Religion course	3
102-130	Innovative Business Mindset	3		An elective course	3
101-105	Intro to Accounting --OR--	3		An elective course	3 to 4
101-111	Accounting I	4	ACC 210	Financial Accounting Principles	
102-117	Business Management Career Planning	2		An elective course	2
138-150	Global Business	3	BUS 284	Principles of International Law	3
102-188	Project Management	3		An elective course	3
101-172	Business Finance	3		An elective course	3
102-114	Managing Operations	3	BUS 150	Pathways to Success: An Introduction to Business	3
102-116	Strategic Management	3		An elective course	3
102-115	Business Management Internship	1		An elective course	1
102-160	Business Law	3	BUS 410	Business Law I	3
Total transferable credits:		46 to 48	Total transferable credits:		61 to 63

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

*Dependent upon course chosen for associate 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	3
ACC 210	Financial Accounting Principles*	3
ACC 220	Managerial Accounting Principles	3
BUS 340	Principles of Business Finance	3
BUS 491	Business Policy & Strategy (WI)	3
ECN 230	Principles of Microeconomics	3
MAT 220	Probability & Statistics*	3
Sales Management Emphasis		
Three of the following four options:		9 to 10
BUS 487	Sales Management	
COM 211	Interpersonal Communication	
COM 220	Persuasion and Advocacy	
MKT 400 & EXP 100	Marketing Internship AND Professional Protocol (1 sem. hr.)	
Electives credits needed to reach 120 credit minimum:		20 to 23
Total credits needed at Lakeland University to complete degree:		57 to 59