



TRANSFER GUIDE - ASSOCIATE DEGREE PROGRAMS
 Northwood Tech Program: Business Management - General Emphasis 2021-2022
 Lakeland University Program: Business Administration - International Business Emphasis 2021-2022
 Minimum GPA for admission: 2.0
 Review Date: 8/17

Technical College			General Education Courses		
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 with Business Applications	3		An elective course	3
10-801-196	Oral / Interpersonal Communication	3	COM 111	Fundamentals of Public Speaking	3
10-809-195	Economics	3	ECN 235	Principles of Macroeconomics	3
10-809-198	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
10-103-106	MS PowerPoint	1		An elective course	1
10-103-125	MS Outlook	1		An elective course	1
10-103-146	MS Word A	1		An elective course	1
10-104-191	Customer Service Management	3		An elective course	3
10-105-100	Introduction to Business	3	BUS 150	Pathways to Success: An Introduction to Business	3
10-103-162	MS Access A	1		An elective course	1
10-104-102	Marketing Principles	3	MKT 350	Marketing Principles	3
10-114-107	Principles of Finance	3	BUS 340	Principles of Business Finance	3
10-196-188	Project Management	3		An elective course	3
10-103-151	MS Excel A	1		An elective course	1
10-103-152	MS Excel B	1		An elective course	1
10-101-101	Financial Accounting I	4	ACC 210	Financial Accounting Principles	4
10-104-198 --OR--	Managing Human Resources --OR--	3	BUS 380	Human Resource Management	3
10-116-100	Human Resource Management				
10-105-125	Business Law	3	BUS 410	Business Law	3
10-196-191	Supervision	3	BUS 330	Management Principles	3
10-101-174	QuickBooks Accounting - Beginning	2		An elective course	2
10-104-180	Business and Marketing Field Study	2		An elective course	2
10-145-101	Entrepreneurship	3		An elective course	3
10-196-157	Strategic Planning	1		An elective course	1
	Elective	3		An elective course	3
Total transferable credits:		45	Total transferable credits:		60

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

Courses needed to complete degree at Lakeland University:

GEN 112	Composition II: Argumentation & Research	3
GEN 3XX	CORE II: Exploring the Human Condition	3
GEN 4XX	CORE III: Shaping the Future	3
International Business Emphasis		
ACC 220	Managerial Accounting Principles	3
BUS 301	Management Information Systems	3
BUS 491	Business Policy Strategy (WI)	3
ECN 230	Principles of Microeconomics	3
MAT 220	Probability & Statistics	3
International Business Emphasis		15 to 16
BUS 284	Principles of International Business	
Choose 4 of the following 8 options:		
BUS 335	Study Abroad in Business	
BUS 366	Global Financial Markets	
BUS 370	Intercultural Communications	
BUS 469	Global Marketing and Management Strategies	
BUS 474	International Laws and Regulations	
ECN 365	International Economics	
	A world language course	
EXP 100 & BUS 400	Professional Protocol (1 sem. hour) & Internship in International Business (3 sem. hours)	
Electives needed to reach the 120 credit minimum:		20 to 21
Total credits needed to complete Lakeland University degree:		60