



TRANSFER GUIDE - ASSOCIATE DEGREE PROGRAMS

Northwood Tech Program: Leadership Development 2022-2023

Lakeland University Program: Business Administration, Business Economics Emphasis 2022-2023

Minimum GPA for admission: 2.0

Review Date: 1/2023

General Education Courses					
Technical College			Lakeland		
Course No.	Course Title	Credits	Course No.	Course Title/Field	Credits
10-801-198	Speech --OR--	3	COM 111	Fundamentals of Public Speaking	3
10-801-196	Oral/Interpersonal Communication				
10-801-136	English Composition 1	3	GEN 110	Composition I: Academic Writing	3
10-809-188	Developmental Psychology --OR--	3	PSY 330	Human Growth & Development	3
10-809-198	Introduction to Psychology		PSY 200	General Psychology	
10-804-123	Math with Business Applications	3		An elective course	3
10-809-195	Economics	3	ECN 235	Principles of Macroeconomics	3
10-809-122	Introduction to American Government --OR--	3	POL 221	American Government I --OR--	3
10-809-196	Introduction to Sociology		SOC 100	Introduction to Sociology	
Total general education credits earned:		18	Total general education credits accepted:		18

Occupational Courses					
Course No.	Course Title	Credits	Course No.	Course Title	Credits
10-105-123	Business Skills	1	BUS 150*	Pathways to Success: Introduction to Business	1
10-103-146	MS Word A	1		An elective course	1
10-103-106	MS PowerPoint	1		An elective course	1
10-196-145	Contemporary Business for Supervisors	2	BUS 150*	Pathways to Success: Introduction to Business	2
10-196-190	Leadership Development	3	BUS 492	Organizational Leadership	3
10-196-191	Supervision	3	BUS 330	Management Principles	3
10-103-151	MS Excel A	1		An elective course	2
10-196-164	Personal Skills for Supervisors	3		An elective course	3
10-196-189	Team Building and Problem Solving	3		An elective course	3
10-116-100	Human Resource Management	3	BUS 380	Human Resource Management	3
10-101-176	Financial Accounting 1A	2		An elective course	2
10-196-108	Customer Service	1		An elective course	1
10-196-134	Legal Issues for Supervisors	3		An elective course	3
10-196-138	Conflict Resolution and Confrontation Skill	1		An elective course	1
10-196-188	Project Management	3		An elective course	3
10-196-136	Safety in the Workplace	3		An elective course	3
10-196-168	Organizational Development	3		An elective course	3
10-196-170	Applied Supervision	2		An elective course	4
10-196-192	Managing for Quality	3		An elective course	3
Total transferable credits:		42	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	3
Business Administration Courses:		
ACC 210	Financial Accounting Principles	3
ACC 220	Managerial Accounting Principles	3
BUS 301	Management Information Systems	3
BUS 340	Principles of Business Finance	3
BUS 410	Business Law I	3
BUS 491	Business Policy and Strategy (Writing Intensive)	3
ECN 230	Principles of Microeconomics	3
MAT 220	Probability & Statistics	3
MKT 350	Marketing Principles	3
Business Economics Emphasis:		12 to 13
ECN 360	Money, Banking & National Income	
ECN 361	Intermediate Macroeconomics	
ECN 362	Intermediate Microeconomics	
One of the following:		
BUS 309	Healthcare Economics	
ECN 301	The Economics of Sport	
ECN 365	International Economics	
EXP 100 & ECN 402	Professional Protocol (1 semester hour) & Internship in Economics (1-12 semester hours)	
Electives needed to reach the 120 credit minimum:		11 to 12
Total credits needed to complete Lakeland University degree:		60