

TRANSFER GUIDE - ASSOCIATE DEGREE PROGRAMS
Blackhawk Technical College Program: Business Management
Lakeland College Program: Business Administration
Minimum GPA for admission: 2.0
Initial effective date:



General Education Courses

BTC			Lakeland		
Course No.	Course Title	Credits	Course No.	Course Title/Field	Credits
801-195	Written Communication	3	GEN 110	Composition I: Academic Writing	3
801-196	Oral/Interpersonal Communication	3	COM 111	Fundamentals of Public Speaking	3
804-123	Math with Business Applications	3		An Elective course	3
809-166	Introduction to Ethics: Theory and Application	3	PHI 232	Ethics/ A Religion or Philosophy course	3
809-198	Introduction to Psychology OR	3	PSY 200	General Psychology OR Introduction to Sociology / A	3
809-196	Introduction to Sociology		SOC 100	Social Sciences course	
809-195	Economics	3	ECN 220	Prin. of Macroeconomics/A Social Sciences course	3
809-172	Introduction to Diversity Studies	3	SOC 210	Majority-Minority Relations/A Social Sciences course	3
835-103	Student Success	1			0
	Total general education credits earned:	22			
	Total transferable general education credits:	21		Total general education credits accepted:	21

Occupational Courses

Course No.	Course Title	Credits	Course No.	Course Title	Credits
102-148	Introduction to Business and Management	3	BUS 150	Pathways to Success: An Intro to Business	3
103-106	Intro to Microsoft Office Suites	3	CPS 100	Introduction to Computers	3
104-102	Marketing Principles	3	BUS 350	Marketing Principles	3
102-109	Business Careers & Communication	3		An Elective course	3
102-115	Management Principles	3	BUS 330	Management Principles	3
116-193	Human Resource Management	3	BUS 380	Human Resource Management	3
101-117	Accounting Fundamentals	3		An Elective course	3
102-120	Small Business Management	3		A Business Elective course	3
102-122	Business Sustainability Planning	3		A Business Elective course	3
102-160	Business Law	3	BUS 410	Business Law I	3
104-104	Selling Principles OR	3		A Business Elective course	3
102-155	Intro to Project Management				
102-121	Customer Service Management	3		A Business Elective course	3
102-130	Business Finance & Budget Management	3		An Elective course	3
102-150	Global Business Fundamentals	3	BUS 284	Principles of International Business	3
102-127	Business Management Internship OR	3	BUS 400	Business Internship/ A Business Elective course	3
102-128	Business Plan & Entrepreneur				
	Total occupational course credits earned:	45		Total occupational course credits accepted:	45
	Total credits required for graduation:	65			

Total transferable credits:	66
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Total credits accepted at Lakeland College:	66
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NOTE: Transfer credits noted assume completed Associate's Degree.

* This course will be fulfilled if 102-127 is completed.

Courses needed to complete degree at Lakeland College:

Course No.	Course Title	Credits
GEN 112	Composition II: Argumentation and Research	3
MAT 130	Intermediate Algebra	3
*Complete a min of 3 credits from 5 of the following 6 categories (15 credits)		
	Mathematics	
	World Languages	
	History and Political Science	
	Art, Music, and Theatre	
	Natural Sciences	
	Literature and Writing	
	Core II: Exploring the Human Condition	3
	Core III: Shaping the Future (Writing Intensive)	3
ECN 230	Principles of Microeconomics	3
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 491	Business Policy and Strategy (Writing Intensive)	3
MAT 220	Probability and Statistics	3
Complete at least one emphasis below:		
	Business Economics	12
	Finance	15
	Forensic/Fraud	18
	Healthcare Management	12
	Hospitality Management	12
	Human Resource Management	9
	Insurance	15
	International Business	9
	Management	9
	Nonprofit Management	12
	Sport Management	15
Total credits needed at Lakeland College to complete degree in the evening, weekend and online program:		57-66
Additional credits required to complete the traditional on-campus program		
BUS 200	Business & Professional Protocol	2
BUS 400*	Internship in Business	3

Total credits needed to complete the traditional undergraduate program:	62-71
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