



Transfer Articulation Partnership Agreement

Between Lansing Community College and Northwood University

Traditional/Residential Campus and Adult Degree Program



TRANSFER ARTICULATION PARTNERSHIP AGREEMENT

BETWEEN

Lansing Community College and Northwood University



Article I
Agreement of Principles

This agreement made on May 25, 2010 between Lansing Community College and Northwood University is to provide a smooth curriculum transition for students, allowing them to transfer from Lansing Community College to Northwood University without loss of credits or duplication of coursework. Northwood University and Lansing Community College enter into this agreement as cooperating, equal partners who shall maintain the integrity of their separate programs.

Article II
Agreement of Program Details

This agreement is designed for students who choose to earn an associate degree from Lansing Community College and a Bachelor of Business Administration degree in at least one of the business related majors offered at (1) Northwood University's traditional/residential campus or (2) one of Northwood University's Adult Degree Program Centers.

Northwood University and Lansing Community College enter into this agreement as equal parties described in the approved transfer articulation guide (TAG) addendum(s). Under this agreement, two options are available to Lansing Community College students: (1) to successfully complete an associate's degree at Lansing Community College and then transfer as a junior to Northwood University or (2) to attend the third year at Lansing Community College and then enter Northwood University as a senior under specific 3+1 programs. Students will take courses outlined in their selected degree program at Lansing Community College, with either a minimum of 60 (Option 1) or a maximum of 92 (Option 2) semester hours from Lansing Community College and will be transferred to Northwood University to complete the **minimum 123 semester hours required for the Bachelor of Business Administration Degree at Northwood University**. The bachelor's degree graduation requirements for students who follow this transfer program agreement are as follows:

- 1.e Complete either a minimum of 60 semester hours (associate degree) or a maximum of 92 semester hours at Lansing Community College as described in the attached TAG while following any approved Lansing Community College associate degree program.e
- 2.e Earn the minimum grade point average (GPA) required for your major and a grade of "C" or better (2.0 on a 4.0e scale) for all courses completed in the third (or junior) year to transfer to Northwood University. This includes courses used to fulfill the appropriate state requirements. In addition to the courses listed for the associate degree, students may transfer the additional courses noted on the curriculum guide up to the maximum of 92e semester hours allowed in the articulation agreement. Northwood University's residency requirement is a minimum of 31 semester hours, nine (9) hours within the major. A minimum of 123 semester hours is required to complete the Bachelor of Business Administration degree for graduation.e
- 3.e Lansing Community College graduates who have completed the coursework specified in the TAG addendum(s) will be required to complete only the designated Northwood courses. Any courses not completed at Lansing Community College will have to be completed at Northwood.e
 - a.e For graduates who are not following a specific TAG, the Bridge courses listed in Article V offer maximum transferability; however, students will be required to take additional general education to complete the Northwood BBA degree.e
 - b.e Northwood accepts the 30 hours needed to satisfy the MACRAO Transfer requirements; however, as Northwood BBA degree requires 60 general education semester credit hours and students will be required to take some additional general education to complete the Northwood degree.e

4. Students interested in transferring to Northwood University should contact a Northwood University admissions representative before completing an admission application to Northwood University. To facilitate the evaluation of transcripts, students should bring a copy of all college transcripts and the appropriate TAG addendum to all advising sessions at Northwood University.
5. Students must meet all admission requirements at the time of application for admission to Northwood University, including the submission of official transcripts from all previously attended colleges/universities.
6. When applying to Northwood University, an official transcript from Lansing Community College must be sent to Northwood University's Admissions Office.

Article III

Agreement on Communication

Lansing Community College and Northwood University agree to cooperate in communication with each other and with common and respective publics concerning the established relationships between the two institutions. Communication may include the development of various kinds of publications to inform people who might benefit personally or professionally from the opportunities provided by this agreement. Institutional and joint efforts in marketing the program and recruiting students may also be pursued. The designated faculty and staff in both institutions will share the information in this agreement with interested and qualified students. Both institutions will provide counseling and advising to current and prospective students, ensuring the student has obtained and understands the appropriate TAG.

Lansing Community College and Northwood University further agree to communicate annually concerning any curriculum changes or policies that may affect the agreed upon relationships between programs at the respective colleges. Both Lansing Community College and Northwood University agree to communicate any plans that might lead to future opportunities for program articulations between the two institutions. Both parties reserve the right to amend or revise, by mutual consent and in writing, this agreement or to change curriculum, whenever feasible.

Article IV

Maintenance / Review Body / Procedures

An administrative and/or faculty member(s) from each institution will be appointed by each party to act as agents for the implementation of this agreement, to speak for the institutions and to communicate changes to respective faculty members, advisors, and others to whom the information is pertinent. Responsibility for oversight of this agreement rests with Lansing Community College's Academic Dean or appointed representative and Northwood University's Executive Vice President/Chief Academic Officer.

Northwood University and Lansing Community College agree to review this agreement, for possible revision and renewal, by the end of the three-year effective period. If this agreement is not renewed, students who have selected and designated an approved program prior to termination of the agreement, will be given three additional years, beyond the initial three, to be admitted to Northwood University under the terms of this agreement.

This is the sole agreement between the parties concerning its subject matter and it supersedes all prior or contemporaneous verbal or written statements. It can be amended only by a writing signed by authorized representatives of both parties.

For students who are not following a specific TAG but are completing an associate degree, the following courses can be taken at Lansing Community College for maximum transferability. These courses may have prerequisites.

Courses not taken at Lansing Community College will have to be completed at Northwood University.

General Education Requirements

Lansing Community College Course(s)

American Government (3).....	POLS 120 American Political System (4)
College Writing (6).....	WRIT 121, 122 Composition I, II or WRIT 121 Composition I and ENGL 122 Writing About Literature and Ideas (8) or WRIT 127 Business Writing (3)
History Course (3).....	Select from courses in the Humanities or History academic disciplines
Philosophy (3).....	MGMT 332 Ethics: Assumptions for the Future (3)
Psychology (3)	Any Psychology or Sociology course
Macroeconomics (3).....	ECON 202 Principles of Economics-Macro (4)
Microeconomics (3).....	ECON 201 Principles of Economics-Micro (4)
Science Course (3)	Select Natural Science (need lab science) courses
Speech (3).....	SPCH 110 Oral Communication in the Workplace (3)
Statistics (3)	MGMT 335 Managerial Statistics (3) or STAT 215 Introduction to Probability and Statistics (4)

Business Core Requirements

Business Law (3)	LEGL 215 Business Law I, Basic Principles (3)
Computer Applications (3)	CITF 110 Computer Information Systems (3)
Financial Accounting (3)	ACCG 210 Principles of Accounting I (4)
Management (3).....	MGMT 335 Principles of Management/Leadership (3)
Managerial Accounting (3).....	ACCG 211 Principles of Accounting II (4)
Marketing (3).....	MKTG 200 Principles of Marketing (3)



TRANSFER ARTICULATION PARTNERSHIP AGREEMENT

BETWEEN

Lansing Community College and Northwood University



Lansing Community College and Northwood University agree to the terms of this agreement, which will be for an initial period of three (3) years. Renewal will be for three years unless either party notifies the other in writing by December 31 of the year proceeding the last year of the Agreement of their intention to renegotiate or not to renew this Agreement. During the third year, both parties will review the agreement for revision and renewal. If the agreement is not renewed by the end of the fourth year, it will be discontinued. In this case, community college students who have already started this program will have three additional years (beyond the initial three years) to be admitted to Northwood University under the terms of this agreement.

Required Signatures

cc: **Dan Toland**, Dean of Admissions, Northwood University
Rhonda Anderson, Associate Dean, Adult Degree Program, Northwood University
Tina Brisbois, Director of Academic Records, Northwood University
Wynn McDonald, Transfer Coordinator, Northwood University
Patricia Spagnuolo, Director of University Center and Transfer Initiatives, Lansing Community College
Joan Hartwig, Post-Secondary Articulation Coordinator, Lansing Community College
Karen Jacobs, Transfer Specialist, Lansing Community College



Transfer Articulation Guide (TAG)

3+1 Accounting - Bachelor of Business Administration (B.B.A.)
Guide Effective May 2010; Revised March, 2019



Student Name:				Notes:					
Associate Degree:									
GENERAL EDUCATION				ADDITIONAL COURSES					
LANSING COMMUNITY COLLEGE COURSES			Northwood Course Equivalency	Credit	✓	LANSING COMMUNITY COLLEGE COURSES - ADDITIONAL COURSES			
BIOL 120 Environmental Science (preferred) -OR- Natural Science			Natural Science	4	✓	ACCG 220 Intermediate Accounting I			
CITA 110 (preferred) Intro to Microsoft Office -OR- CITA 110 Intro to Computer Systems			MIS 1500	3	✓	ACCG 221 Intermediate Accounting II			
ECON 201 & ECON 202 Principles of Economics Micro & Macro			ECON 2210 & ECON 2220	8	✓	ACCG 230 Cost/Managerial I			
HUMS 213 -OR- HUMS 214 World Civilizations -OR- HIST 211 -OR- HIST 212 U.S. History			History	4	✓	ACCG 240 Federal Income Tax I			
MGMT 329 Advanced Management Communication			ENG 4010	3	✓	ACCG 260 Accounting Systems			
MGMT 332 Ethics: Assumptions for the Future			PHL 3100	3	✓	ACCG 290 Auditing			
MGMT 335 Managerial Statistics			MTH 2310	3	✓	Lansing Community College Elective Coursework			
MATH 120 College Algebra -OR- MATH 121 Pre-Calculus I			MTH 1150	4	✓	24			
COMM 130 Fund. of Public Speaking (preferred) -OR- COMM 120 -OR- COMM 110			SPC 2050	3	✓	NORTHWOOD UNIVERSITY 4th YEAR COURSES Note: Accounting coursework available online or in Midland, MI.			
ENGL 121 & ENGL 122 Composition I & II			ENG 1150 & ENG 1200	8	✓				
General Education Electives (9 credits) Any combination of courses from 3 or more subject areas (100 level or higher): History, Science, Philosophy, Humanities/Art, Political Science, Psychology or Sociology (May include: MGMT 200 and/or MGMT 234). List courses & credits below:									
				ACC 4220 Advanced Accounting (Prerequisite: ACC 3115)					
				ACC Elective (3000/4000)					
				ACC Elective (3000/4000)					
				ACC Elective (3000/4000)					
				Civic Elective (3000/4000)					
				Elective					
				ENG 3200 Report Writing (ADP) (Prerequisite: ENG 1200) -OR- 3000/4000 Business Core Elective (Campus)					
Lansing Community College General Education				52		Global Understanding Elective (3000/4000)			
LANSING COMMUNITY COLLEGE COURSES									
ACCG 210 Principles of Accounting I			ACC 2410	4	✓	MGT 4250 Organizational Behavior (Prerequisites: MGT 2300)			
ACCG 211 Principles of Accounting II			ACC 2415	4	✓	MGT 4800 Strategic Planning (Prerequisites: MGT 2300, FIN 3010/3210)			
ACCG 271 Principles of Finance			FIN 3010	3	✓	PHL 4100 Philosophy of the American Enterprise (Prerequisites: 90 credits, ECN 2210, ECN 2220)			
LEGL 219 Advanced Business Law for Accounting Majors			LAW 3025	4	✓	Northwood University Coursework Required			
MGMT 225 Principles of Management/ Leadership			MGT 2300	3	✓	Total Lansing Community College Credits Required			
MKTG 200 Principles of Marketing			MKT 2080	3	✓	31			
Lansing Community College Business Coursework				21		Total Northwood University Credits Required			
						31			
						B.B.A. Total Credits Required			
						128			

Requirements of transfer agreement:

- Completion of an associate's degree from Lansing Community College as shown by official transcripts (additional LCC courses may be required - see advisor).
- Completion of all coursework as shown above. Required coursework, if not completed, must be taken at Northwood University, or completed as transfer credit.
- Minimum B.B.A. degree requirements: 123 semester hours; 31 semester hours must be completed at Northwood University.
- ADP students are required to take FDN 2500 for either zero or 1 credit
- Completion of the Michigan Transfer (MTA) Agreement is strongly encouraged when selecting General Education electives. See an advisor with any questions.
- CPA candidates should refer to the Michigan Association of Public Accountants website (www.michcpa.org) for the current certificate completion guidelines.
- All transfer coursework must be college-level; remedial coursework is not considered college-level.
- Adult Degree Program students are required to take FDN 2500 for either zero or one credit.
- Students may incorporate additional minors or majors, but this will involve additional coursework. Please see a Northwood University Academic Advisor.

Northwood University is devoted to continuous improvement and reserves the right to revise all curriculum guides or academic programs. To fulfill graduation requirements, students are to complete the curriculum guide that is in effect at the time they are enrolled at Northwood University.

I have read and agree to the provisions of this transfer agreement. I will meet with the Northwood Representative if I have any questions.

Signature (Student): _____ Date: _____

Northwood Representative: _____ Date: _____



Transfer Articulation Guide (TAG)

3+1 Finance - Bachelor of Business Administration (B.B.A.)
Effective July 2016; Revised January 2020



Student Name: _____				Notes:			
Associate Degree: _____							
GENERAL EDUCATION				ADDITIONAL COURSES			
LANSING COMMUNITY COLLEGE COURSES				LANSING COMMUNITY COLLEGE BUSINESS CORE			
	Northwood Course Equivalency	Credit	✓		Northwood Course Equivalency	Credit	✓
BIOL 120 Environmental Science (preferred) -OR- Natural Science	Natural Science	4		ACCG 210 Principles of Financial Accounting	ACC 2410	4	
CITA 110 (preferred) Intro to Microsoft Office -OR- CITF 110 Intro to Computer Systems	MIS 1500	3		ACCG 211 Principles of Managerial Accounting	ACC 2415	4	
COMM 130 Fund. of Public Speaking (preferred) -OR- COMM 120 -OR- COMM 110	SPC 2050	3		ACCG 271 Principles of Finance	FIN 3010	3	
ECON 201 & ECON 202 Principles of Economics Micro & Macro	ECON 2210 & ECON 2220	8		LEGL 215 Business Law I, Basic Principles	LAW 3000	3	
ENGL 121 & ENGL 122 Composition I & II	ENG 1150 & ENG 1200	8		MGMT 225 Principles of Management/ Leadership	MGT 2300	3	
HUMS 213 -OR- HUMS 214 World Civilizations -OR- HIST 211 -OR- HIST 212 U.S. History	History	4		MGMT 304 Organization Development (preferred) -OR- MGMT 228 Org. Behavior	MGT 4250	3	
MATH 120 College Algebra -OR- MATH 121 Pre-Calculus I	MTH 1150	4		MKTG 200 Principles of Marketing	MKT 2080	3	
MGMT 329 Advanced Management Communication	ENG 4010	3		Lansing Community College Business Core			23
MGMT 332 Ethics: Assumptions for the Future	PHL 3100	3		NORTHWOOD UNIVERSITY 4th YEAR COURSES			
MGMT 335 Managerial Statistics	MTH 2310	3		ENG 3200 Report Writing (ADP) (Prerequisite: ENG 1200) -OR- 3000/4000 Business Core Elective (Campus)		3	
General Education Electives (12 credits) Any combination of courses from 3 or more subject areas: History, Science, Philosophy, Humanities/Art, Political Science, Psychology, Sociology (May include: MGMT 200 as HUM and/or MGMT 234 as SOC). List courses & credits below:				ECN 3000 International Trade (Prerequisite: ECN 2210, ECN 2220)		3	
				FIN 2600 Financial Institutions & Simulation (Prerequisite: ACC 2410)		3	
				FIN 3600 Real Estate Finance & Analysis (Prerequisite: FIN 3010/3210)		3	
				FIN 3750 Capital Markets & Analysis (Prerequisite: FIN 3010/3210)		3	
				FIN 3760 Applied Financial Analysis & Portfolio Management (Prerequisite: FIN 3750)		3	
				FIN 4010 International Finance (Prerequisites: FIN 3010/3210, ECN 3000)		3	
				FIN 4100 Chartered Financial Analyst Topics (Prerequisite: FIN 3760, co-requisite FIN 4550) -OR- FIN 4150 Certified Financial		3	
				FIN 4550 Corporate Investment Decisions (Prerequisite: FIN 3010/3210)		3	
				FIN 4850 Corporate Finance Decisions & Valuation (Prerequisite: FIN 4550)		3	
				MGT 4800 Strategic Planning (Prerequisites: MGT 2300, FIN 3010/3210)		3	
				PHL 4100 Philosophy of the American Enterprise (Prerequisites: 90 credits, ECN 2210, ECN 2220)		3	
Lansing Community College General Education				Northwood University Coursework Required			
55				36			
LANSING COMMUNITY COLLEGE COURSES				Total Lansing Community College Credits Required			
				90			
Electives (100 level or higher)	Elective	9		Total Northwood University Credits Required			
MATH Elective (200 level or higher, excluding the MATH 120, 121 or MGMT 335/statistics)	MTH Elective	3		36			
				B.B.A. Total Credits Required			
				126			
Lansing Community College Additional Coursework							
12							

Requirements of transfer agreement:

- Completion of an associate's degree from Lansing Community College as shown by official transcripts (additional LCC courses may be required - see advisor).
 - Completion of all coursework as shown above.
 - Minimum B.B.A. degree requirements: 123 semester hours; 31 semester hours must be completed at Northwood University.
 - Completion of the Michigan Transfer (MTA) Agreement is strongly encouraged when selecting General Education electives. See an advisor with any questions.
 - CPA candidates should refer to the Michigan Association of Public Accountants website (www.michcpa.org) for the current certificate completion guidelines.
 - All transfer coursework must be college-level; remedial coursework is not considered college-level.
 - Adult Degree Program students are required to take FDN 2500.
 - Students may incorporate additional minors or majors, but this will involve additional coursework. Please see a Northwood University Academic Advisor.
- Northwood University is devoted to continuous improvement and reserves the right to revise all curriculum guides or academic programs. To fulfill graduation requirements, students are to complete the curriculum guide that is in effect at the time they are enrolled at Northwood University.

I have read and agree to the provisions of this transfer agreement. I will meet with the Northwood Representative if I have any questions.

Signature (Student): _____ Date: _____

Northwood Representative: _____ Date: _____



Transfer Articulation Guide (TAG)

3+1 Insurance & Risk Management - Bachelor of Business Administration (B.B.A.)
Effective October 2019



Student Name: _____				Notes:			
Associate Degree: _____							
GENERAL EDUCATION				ADDITIONAL COURSES			
LANSING COMMUNITY COLLEGE COURSES				LANSING COMMUNITY COLLEGE COURSES - ADDITIONAL COURSES			
	Northwood Course Equivalency	Credit	✓		Northwood Course Equivalency	Credit	✓
BIOL 120 Environmental Science (preferred) -OR- Natural Science	Natural Science	4		ACCG 210 Principles of Accounting I	ACC 2410	4	
CITA 110 (preferred) Intro to Microsoft Office -OR- CITF 110 Intro to Computer Systems	MIS 1500	3		ACCG 211 Principles of Accounting II	ACC 2415	4	
ECON 201 & ECON 202 Principles of Economics Micro & Macro	ECN 2210 & ECN 2220	8		ACCG 271 Principles of Finance	FIN 3010	3	
HUMS 213 -OR- HUMS 214 World Civilizations -OR- HIST 211 -OR- HIST 212 U.S. History	History	4		LEGL 215 Business Law	LAW 3000	3	
MGMT 329 Advanced Management Communication	ENG 4010	3		MGMT 225 Principles of Management/ Leadership	MGT 2300	3	
MGMT 332 Ethics: Assumptions for the Future	PHL 3100	3		MKTG 200 Principles of Marketing	MKT 2080	3	
MGMT 335 Managerial Statistics OR- STAT 170 Statistics	MTH 2310	3		Lansing Community College Elective Coursework 20			
MATH 120 College Algebra -OR- MATH 121 Pre-Calculus I	MTH 1150	4		NORTHWOOD UNIVERSITY 4th YEAR COURSES			
COMM 130 (preferred) -OR- COMM 110 -OR- COMM 120 Fundamentals of Public Speaking	SPC 2050	3		Civic Literacy Elective (3000/4000)			
ENGL 121 & ENGL 122 Composition I & II	ENG 1150 & ENG 1200	8					
General Education Electives (12 credits) Any combination of courses from 3 or more subject areas: History, Science, Philosophy, Humanities/Art, Political Science, Psychology or Sociology (May include: MGMT 200 as HUM and/or MGMT 234 as SOC). List courses and credits below:							
				Elective (3000/4000)			
				ENG 3200 Report Writing (ADP) (Prerequisite: ENG 1200) -OR- 3000/4000 Business Core Elective (Campus)			
				FIN 4550 Corporate Investment Decisions (Prerequisite: FIN 3010 or 3210)			
				Global Understanding Elective (3000/4000)			
				INS 3100 State Insurance Code (Prerequisite: INS 3000)			
				INS 3500 Actuarial Science (Prerequisite: MTH 2310)			
				INS 4850 Insurance Proposals and Negotiations (Prerequisite: INS 3000, SPC 2050)			
				MGT 4250 Organizational Behavior (Prerequisites: MGT 2300)			
				MGT 4800 Strategic Planning (Prerequisites: MGT 2300, FIN 3010/3210)			
				PHL 4100 Philosophy of the American Enterprise (Prerequisites: 90 credits, ECN 2210, ECN 2220)			
Lansing Community College General Education				Northwood University Coursework Required			
55				31			
LANSING COMMUNITY COLLEGE COURSES				Total Lansing Community College Credits Required			
				93			
INSU 105 Principles of Insurance	INS 1100	3		Total Northwood University Credits Required			
INSU 110 Personal Insurance	INS 1200	3		31			
INSU 125 Commercial Insurance	INS 2100	3		B.B.A. Total Credits Required			
INSU 250 Claims and Underwriting	INS 2500	3		124			
INSU 285 Insurance Agency Operations	INS 3000	3					
MKTG 120 Sales	MKT 2150	3					
Lansing Community College Business Coursework							
18							

Requirements of transfer agreement:

- Completion of an associate's degree from Lansing Community College as shown by official transcripts (additional LCC courses may be required - see advisor).
- Completion of all coursework as shown above.
- Minimum B.B.A. degree requirements: 123 semester hours; 31 semester hours must be completed at Northwood University.
- Completion of the Michigan Transfer (MTA) Agreement is strongly encouraged when selecting General Education electives. See an advisor with any questions.
- Adult Degree Program students are required to take FDN 2500.
- All transfer coursework must be college-level; remedial coursework is not considered college-level.
- Students may incorporate additional minors or majors, but this will involve additional coursework. Please see a Northwood University Academic Advisor.

Northwood University is devoted to continuous improvement and reserves the right to revise all curriculum guides or academic programs. To fulfill graduation requirements, students are to complete the curriculum guide that is in effect at the time they are enrolled at Northwood University.

I have read and agree to the provisions of this transfer agreement. I will meet with the Northwood Representative if I have any questions.

Signature (Student): _____ Date: _____

Northwood Representative: _____ Date: _____



Transfer Articulation Guide (TAG)

3+1 Management - Bachelor of Business Administration (B.B.A.)

Guide Effective May 2010; Revised November 2019



Student Name: _____	Notes:
Associate Degree: _____	

GENERAL EDUCATION				BUSINESS CORE			
LANSING COMMUNITY COLLEGE COURSES	Northwood Course Equivalency	Credit		LANSING COMMUNITY COLLEGE COURSES	Northwood Course Equivalency	Credit	
BIOL 120 (preferred) Environmental Science -OR- Natural Science	Natural Science	4	✓	ACCG 210 Principles of Financial Accounting	ACC 2410	4	
CITA 110 (preferred) Intro to Microsoft Office -OR- CITF 110 Intro to Computer Systems	MIS 1500	3		ACCG 211 Principles of Managerial Accounting	ACC 2415	4	
COMM 130 Fund. of Public Speaking (preferred) -OR- COMM 120 -OR- COMM 110	SPC 2050	3		LEGL 215 Business Law I, Basic Principles	LAW 3000	3	
ECON 201 & ECON 202 Principles of Economics Micro & Macro	ECON 2210 & ECON 2220	8		MGMT 225 Principles of Management / Leadership	MGT 2300	3	
ENGL 121 & ENGL 122 Composition I & II	ENG 1150 & ENG 1200	8		MGMT 300 Leading for Possibility	MGT 3700	3	
HUMS 213 -OR- HUMS 214 World Civilizations -OR- HIST 211 -OR- HIST 212 U.S. History	History	4		MGMT 304 Organization Development (preferred) -OR- MGMT 228 Org. Behavior	MGT 4250	3	
MATH 130 Finite Math -OR- MATH 120 College Algebra (preferred)	MTH 1100 or MTH 1150	4		MGMT 337 Advanced Human Resource Management -OR- MGMT 224 HR Management	MGT 2500	3	
MGMT 329 Advanced Management Communication	ENG 4010	3		MKTG 200 Principles of Marketing	MKT 2080	3	
MGMT 332 Ethics: Assumptions for the Future	PHL 3100	3		Lansing Community College Business Core Required			26
MGMT 335 Managerial Statistics	MTH 2310	3		NORTHWOOD UNIVERSITY 4th YEAR COURSES			
General Education Electives (9 credits) Any combination of courses from 3 or more subject areas: History, Science, Philosophy, Humanities/Art, Political Science, Psychology, Sociology (May include: MGMT 200 as HUM and/or MGMT 234 as SOC). List courses and credits below:				Electives (3000/4000)		3	
				Electives (3000/4000)		3	
				ENG 3200 Report Writing (ADP) (Prerequisite: ENG 1200) -OR- 3000/4000 Business Core Elective (Campus)		3	
				FDN 2500 Strategies for Success (ADP) -OR- FDN 2250 Blueprint for Success (Campus)		1	
				FIN 3010 Financial Management (Prerequisite: ACC 2415)		3	
				Global Understanding Elective (3000/4000)		3	
				MGT 3500 Operations Management (Prerequisites: MGT 2300, MTH 1150/2310)		3	
				MGT 4030 International Management (Prerequisites: MGT 2300, MKT 2080)		3	
				MGT 4300 Management of Information Technologies (Prerequisites: MGT 2300, MIS 1050/1600)		3	
				MGT 4800 Strategic Planning (Prerequisites: MGT 2300, FIN 3010/3210)		3	
PHL 4100 Philosophy of the American Enterprise (Prerequisites: 90 credits, ECN 2210, ECN 2220)		3					
Lansing Community College General Education Credits Required				52			
LANSING COMMUNITY COLLEGE - ELECTIVE COURSES							
Electives (200 level or higher)	Electives	3		Northwood University Coursework Required		31	
Electives	Electives	11		Total Lansing Community College Credits Required		92	
				Total Northwood University Credits Required		31	
				Lansing Community College Electives Required		14	
				B.B.A. Total Credits Required		123	

Requirements of transfer agreement:

- Completion of an associate's degree from Lansing Community College as shown by official transcripts (additional LCC courses may be required - see advisor).
- Completion of all coursework as shown above.
- Minimum B.B.A. degree requirements: 123 semester hours; 31 semester hours must be completed at Northwood University.
- Completion of the Michigan Transfer (MTA) Agreement is strongly encouraged when selecting General Education electives. See an advisor with any questions.
- Students may incorporate additional minors or majors, but this will involve additional coursework. Please see a Northwood University Academic Advisor.
- Adult Degree Program students are required to take FDN 2500.
- All transfer coursework must be college-level; remedial coursework is not considered college-level.

Northwood University is devoted to continuous improvement and reserves the right to revise all curriculum guides or academic programs. To fulfill graduation requirements, students are to complete the curriculum guide that is in effect at the time they are enrolled at Northwood University.

I have read and agree to the provisions of this transfer agreement. I will meet with the Northwood Representative if I have any questions.

Signature (Student): _____ Date: _____

Northwood Representative: _____ Date: _____



Transfer Articulation Guide (TAG)

3+1 Marketing - Bachelor of Business Administration (B.B.A.)

Guide Effective May 2010; Revised July 2018



Student Name: _____				Notes: _____			
Associate Degree: _____							
GENERAL EDUCATION				BUSINESS CORE			
LANSING COMMUNITY COLLEGE COURSES	Northwood Course Equivalency	Credit	✓	LANSING COMMUNITY COLLEGE COURSES	Northwood Course Equivalency	Credit	✓
BIOL 120 (preferred) Environmental Science -OR- Natural Science	Natural Science	4		ACCG 210 Principles of Accounting I	ACC 2410	4	
CITA 110 (preferred) Intro to Microsoft Office -OR- CITF 110 Intro to Computer info Systems	MIS 1500	3		ACCG 211 Principles of Accounting II	ACC 2415	4	
ECON 201 & ECON 202 Principles of Economics Micro & Macro	ECON 2210 & ECON 2220	8		LEGL 215 Business Law I, Basic Principles	LAW 3000	3	
HUMS 213 -OR- HUMS 214 World Civilizations -OR- HIST 211 -OR- HIST 212 U.S. History	History	4		MGMT 225 Principles of Management / Leadership	MGT 2300	3	
MGMT 329 Advanced Management Communication	ENG 4010	3		MKTG 200 Principles of Marketing	MKT 2080	3	
MGMT 332 Ethics: Assumptions for the Future	PHL 3100	3					
MATH 130 Finite Math -OR- MATH 120 College Algebra (preferred)	MTH 1100 or MTH 1150	4					
STAT 170 Statistics -OR- MGMT 335 Managerial Statistics	MTH 2310	3					
COMM 130 Fund. of Public Speaking (preferred) -OR- COMM 120 -OR- COMM 110	SPC 2050	3					
ENGL 121 & ENGL 122 Composition I & II	ENG 1150 & ENG 1200	8					
General Education Electives (9 credits) Any combination of courses from 3 or more subject areas: History, Science, Philosophy, Humanities/Art, Political Science, Psychology or Sociology (May include: MGMT 200 and/or MGMT 234). List courses and credits below:				Lansing Community College Business Coursework Required 17			
				NORTHWOOD UNIVERSITY 4th YEAR COURSES			
				ENG 3200 Report Writing (ADP) (Prerequisite: ENG 1200) -OR- 3000/4000 Business Core Elective (Campus)		3	
				FIN 3010 Financial Management (Prerequisite: ACC 2415)		3	
				MGT 4250 Organizational Behavior (Prerequisites: MGT 2300)		3	
				MGT 4800 Strategic Planning (Prerequisites: 90 credit hours, MGT 2300, FIN 3010/3210)		3	
				MKC 2100 Introduction to Marketing Communications (Prerequisite: MKT 2080)		3	
				Elective		1	
				MKT 3100 International Marketing (Prerequisites: MKT 2080, MGT 2300)		3	
				MKT 4230 Marketing Research (Prerequisite: MKT 2080; Corequisite MTH 3340)		3	
				MKT 4240 Marketing Management (Prerequisite: MKT 4220/4230)		3	
				MTH 3340 Statistics II (Prerequisite: MTH 2310)		3	
				PHL 4100 Philosophy of the American Enterprise (Prerequisites: 90 credits, ECN 2210, ECN 2220)		3	
				Northwood University Coursework Required			31
Lansing Community College General Education Credits Required				52			
LANSING COMMUNITY COLLEGE - ADDITIONAL COURSES							
MKTG 140 Introduction to Advertising	MKT Elective	3					
MKTG 210 Marketing on the Internet	MKT 3000	3					
MKTG 120 Sales	MKT 2150	3					
MKTG 221 Consumer Behavior	MKT 3050	3					
Electives	Electives	11					
Lansing Community College Additional Coursework Required				23			
				Total Lansing Community College credits required			92
				Total Northwood University credits required			31
				B.B.A. total credits required			123

Requirements of transfer agreement:

- Completion of an associate's degree from Lansing Community College as shown by official transcripts (additional LCC courses may be required - see advisor).
- Completion of all coursework as shown above. Required coursework, if not completed, must be taken at Northwood University, or completed as transfer credit.
- Minimum B.B.A. degree requirements: 123 semester hours; 31 semester hours must be completed at Northwood University.
- Completion of the Michigan Transfer (MTA) Agreement is strongly encouraged when selecting General Education electives. See an advisor with any questions.
- Students may incorporate additional minors or majors, but this will involve additional coursework. Please see a Northwood University Academic Advisor.
- Adult Degree Program students are required to take FDN 2500 for either zero or one credit.
- All transfer coursework must be college-level; remedial coursework is not considered college-level.

Northwood University is devoted to continuous improvement and reserves the right to revise all curriculum guides or academic programs. To fulfill graduation requirements, students are to complete the curriculum guide that is in effect at the time they are enrolled at Northwood University.

I have read and agree to the provisions of this transfer agreement. I will meet with the Northwood Representative if I have any questions.

Signature (Student): _____ Date: _____

Northwood Representative: _____ Date: _____