

12-1 System-wide Articulation Agreement Cover Page

Instructions: The originating college (OC) must complete this cover page and attach to the system-wide articulation agreement packet before submitting to the WTCS System Office.

It is the responsibility of the originating college to review and update the agreement by the listed renewal date and submit any changes to the WTCS office. Any changes must be reviewed by the colleges who signed the original agreement.

Please submit to programs@wtcsystem.edu when complete; the System Office is responsible for collecting ISA signatures.

Title of Program: Business Management

Program Number: 10-102-3

Postsecondary Partner College: Lakeland University

Originating College: Mid-State Technical College

Effective Date: 1/4/2024

Renewal Date: _____

Date of Instructional Services Meeting: 1/4/2024



MEMORANDUM OF UNDERSTANDING
WISCONSIN TECHNICAL COLLEGE SYSTEM
AND
LAKELAND UNIVERSITY

A.A.S. Business Management to B.A. Business Administration

The purpose of this document is to establish a cooperative relationship between Lakeland University (LU) and the sixteen (16) schools in the Wisconsin Technical College System (WTCS) to provide a Baccalaureate degree opportunity to students that are completing an Associate in Applied Science in Business Management and wishing to enroll in LU's Bachelor of Arts in Business Administration program. This partnership will assist in better serving the needs of associate degree students with personalized admissions and academic advising services throughout the student's lifecycle.

WHEREAS, in consideration of this partnership, the WTCS schools will allow LU to provide students with information about LU's B.A. Business Administration program through mutually agreed upon channels of communication; and,

THEREFORE, LU will provide the following to students: a.) guaranteed admission to the bachelor's program following completion of the associate degree, with students beginning as juniors; b.) 20% discount for the remainder of the student's baccalaureate studies at LU; c.) waiver of admission application fee, and d.) support from LU advisors during and after the transition from the associate to bachelor's program.

This partnership is effective January 4th, 2024, and will continue until either party requests the dissolution of said partnership in writing and signed by the authorized representative.

Dr. Elizabeth Borgen
President
Lakeland University

Lakeland University

President
Dr. Elizabeth Borgen

Date

Joshua Kutney

1/11/2024

Executive Vice President & Vice President
for Academic Affairs
Dr. Joshua Kutney

Date

Mid-State Technical College

Shelly Mondeik 1/11/24

President
Dr. Shelly Mondeik

Date

Chris Severson

1/11/24

Vice President, Academics
Dr. Chris Severson

Date

**Appendix A: Sample Transfer Course Plan, WTCS AAS Business Management to
Lakeland University BA Business Administration with Management emphasis**

Sample course list, sample Business Management degree requirements			Sample Course List at Lakeland University		
Course Number	Course Title	Credits	Course Number	Course Title	Credits
10102101	Intro to Business	3	BUS 150	Pathways to Success: An Introduction to Business	3
10103106	Microsoft Office – Introduction	3		Elective	3
10102138	Organizational Behavior	3		Elective	3
10196193	Human Resource Management	3	BUS 380	Human Resource Management	3
10102110	Employment Law	3		Elective	3
10196191	Supervision	3	BUS 330	Management Principles	3
10102131	Entrepreneurial Management	3	BUS 455	Entrepreneurial Management	3
10196189	Team Building & Problem Solving	3		Elective	3
10102104	Business Law	3	BUS 410	Business Law I	3
10102180	International Business	3	BUS 284	Principles of International Business	3
10104102	Marketing Principles	3	MKT 350	Marketing Principles	3
10102121 OR 10101140	Finance & Budgeting OR Accounting 1	3	ACC 210	Elective OR Financial Accounting Principles	3
10102160	Business Decision Making	3		Elective	3
10196192	Managing for Quality	3		Elective	3
10196188	Project Management	3		Elective	3

Sample course list, sample General Education degree requirements			Sample Course List at Lakeland University		
Course Number	Course Title	Credits	Course Number	Course Title	Credits
10809196 OR 10809122 OR 10809172	Intro to Sociology OR Intro to American Government OR Intro to Diversity Studies	3	SOC 100 OR POL 221 OR SOC 210	Intro to Sociology OR American Government OR Majority-Minority Relations	3
10801136 OR 10801195	English Composition 1 OR Written Communication	3	GEN 110	Composition I: Academic Writing	3

10801198 OR 10801196	Speech OR Oral/Interpersonal Communication	3	COM 111	Fundamentals of Public Speaking	3
10804107 OR 10804118 OR 10804189	College Mathematics OR Intermediate Algebra with Applications OR Introductory Statistics	3-4	MAT 140 OR MAT 140 OR MAT 220	Advanced Algebra OR Advanced Algebra OR Probability and Statistics	3
10809195	Economics	3	ECN 235	Macroeconomics	3
10809198 OR 10809188	Intro to Psychology OR Developmental Psychology	3	PSY 200 OR PSY 330	General Psychology OR Human Growth and Development	3

Business Management Credits Accepted	45 credits
General Education Credits Accepted	18 credits
Total Credits Accepted	63 credits

Courses to Complete at Lakeland University		
Course Number	Course Title	Credits
GEN 112	Composition II: Argumentation and Research	3
GEN 3XX	Core II: Exploring Human Condition	3
GEN 4XX	Core III: Shaping the Future	3
ACC 210 *	Financial Accounting Principles	3
ACC 220	Managerial Accounting Principles	3
BUS 265	Personal Finance	3
BUS 340	Principles of Business Finance	3
BUS 491	Business Policy and Strategy (WI)	3
ECN 230	Principles of Microeconomics	3
MAT 220 *	Probability and Statistics	3
	Two of the following:	3
BUS 445	Logistics and Supply Chain Management	3
BUS 492	Organizational Leadership	3
EXP 100 AND BUS 400	Professional Protocol AND Business Internship	3
MKT 425	Retail Management	3
	Electives needed to reach the 120-credit minimum	27-28
Total credits to complete at Lakeland University:		55-61

* Dependent upon courses chosen at WTCS

Blackhawk Technical College			Lakeland University		
Course Code	Course Name	Credits	Course code	Course Name	Credits
102-148	Introduction to Business and Management	3	BUS150	Pathways to Success: An Introduction to Business	3
104-102	Marketing Principles	3	MKT350	Marketing Principles	3
103-128	Introduction to Microsoft Office Suites	2		Elective	2
801-198	Speech	3	COM111	Fundamentals of Public Speaking	3
801-136	English Composition I	3	GEN110	Composition I: Academic Writing	3
102-109	Business Careers Planning and Communication	3		Elective	3
102-115	Management Principles	3	BUS330	Management Principles	3
809-143	Microeconomics	3	ECN230	Microeconomics	3
804-134	Mathematical Reasoning OR	3	MAT140	Advanced Algebra	3
804-118	Intermediate Algebra w/Applications	3	MAT140	Advanced Algebra	3
196-193	Human Resource Management	3	BUS380	Human Resource Management	3
102-120	Small Business Management	3		Elective	3
101-111	Accounting I	4	ACC210	Financial Accounting Principles	4
102-160	Business Law	3	BUS410	Business Law I	3
102-155	Introduction to Project Management	3		Elective	3
103-107	Intermediate Excel	2		Elective	2
804-189	Introductory Statistics OR	3	MAT220	Probability and Statistics	3
102-114	Principles of Operations Planning	3		Elective	3
102-121	Customer Service Management	3		Elective	3
101-127	Business Management Internship OR	3	BUS400	Business Internship I	3
102-128	Business Plan and Entrepreneurship	3		Elective	3
102-130	Business Finance and Budget Management	3		Elective	3
102-150	Global Business Fundamentals OR	3	BUS284	Principles of International Business	3
196-190	Leadership Development	3	BUS492	Organizational Leadership	3
809-198	Introduction to Psychology	3	PSY200	General Psychology	3
Total Transfer Credits					62

Chippewa Valley Technical College			Lakeland University		
Course Code	Course Name	Credits	Course code	Course Name	Credits
102-112	Principles of Management	3	BUS330	Management Principles	3
102-133	Leadership for Bus. Excellence	3		Elective	3
104-102	Marketing Principles	3	MKT350	Marketing Principles	3
116-193	Human Resources, Intro	3	BUS380	Human Resource Management	3
103-102	Microsoft Office Suite OR	2		Elective	2
103-170	Microsoft Excel	1		Elective	1
801-136	English Composition 1 OR	3	GEN110	Composition I: Academic Writing	3
801-219	English Composition 1	3	GEN110	Composition I: Academic Writing	3
102-109	Business Analytics	3	BUS301	Management Information Systems	3
102-113	Business Ethics	3		PHI OR REL COURSE	3
102-130	Innovative Business Mindset	3		Elective	3
804-134	Mathematical Reasoning OR	3	MAT140	Advanced Algebra	3
804-189	Introductory Statistics OR	3	MAT220	Probability and Statistics	3
804-230	Statistics	4	MAT220	Probability and Statistics	4
801-196	Oral/Interpersonal Communication OR	3	COM111	Fundamentals of Public Speaking	3
801-198	Speech	3	COM111	Fundamentals of Public Speaking	3
102-117	Business Management Career Planning	2	EXP100	Professional Protocol	2
102-188	Project Management	3		Elective	3
809-198	Intro to Psychology	3	PSY200	General Psychology	3
101-105	Accounting, Intro to OR	3		Elective	3
101-111	Accounting I	4	ACC210	Financial Accounting Principles	4
138-150	Global Business	3	BUS284	Principles of International Business	3
101-172	Business Finance	3		Elective	3
102-114	Managing Operations	3	BUS150	Pathways to Success: An Introduction to Business	3
102-115	Business Management Internship	1	BUS400	Business Internship	1
102-116	Strategic Management	3		Elective	3
102-160	Business Law	3	BUS410	Business Law I	3
809-195	Economics OR	3	ECN235	Macroeconomics	3
809-291	Principles of Microeconomics	3	ECN230	Microeconomics	3
Total Transfer Credits					61

Fox Valley Technical College			Lakeland University		
Course Code	Course Name	Credits	Course code	Course Name	Credits
10-101-107	Accounting, Principles of	3		Elective	3
10-103-120	MS Office Suite, Intro	2		Elective	2
10-116-193	Human Resources, Intro to	3	BUS380	Human Resources	3
10-102-103	Business Law I	3	BUS410	Business Law 1	3
10-104-151	Marketing 1, Principles of	3	MKT350	Marketing Principles	3
10-196-191	Supervision	3	BUS330	Management Principles	3
10-104-117	Sales Principles	3		Elective	3
10-106-199	Business Career Planning	1	EXP100	Professional Protocol	1
10-116-155	Business Ethics	3	PHI232	Ethics	3
10-196-110	Cost Controls and Budgeting	3		Elective	3
10-196-131	Problem Solving	2		Elective	2
10-101-145	Spreadsheets, Beginning	1		Elective	1
10-102-106	Bus. Management Internship	2	BUS400	Business Internship	2
10-196-190	Leadership Development	3	BUS492	Organizational Leadership	3
10-106-118	Effective Business Practice OR	3		Elective	3
10-196-108	Contemporary Business Issues	3		Elective	3
10-102-112	Business, Intro to OR	3	BUS150	Pathways to Success: An Introduction to Business	3
10-145-104	Entrepreneurship, Intro to	3		Elective	3
10-804-123	Math w/Business Apps	3		Elective	3
10-809-198	Intro to Psychology	3	PSY200	General Psychology	3
10-801-195	Written Communication	3	GEN110	Composition I: Academic Writing	3
10-801-196	Oral/Interpersonal Comm	3	COM111	Fundamentals of Public Speaking	3
10-809-195	Economics	3	ECN235	Principles of Macroeconomics	3
	Suggested Electives from a Focus Area (below)	6			6
10-145-115	Entrepreneurial Thinking	3	BUS445*	Logistics & Supply Chain Management	3
10-145-116	Financial Intelligence for Entrepreneurs	3	BUS445*	Logistics & Supply Chain Management	3
10-101-104	QuickBooks Accounting	2		Elective	2
10-114-124	Money and Banking, Intro to	3	ECN360	Money, Banking, and National Income	3
10-114-175	Financial Planning	3	BUS265	Personal Finance	3
10-101-180	Financial Accounting I	4	ACC210	Financial Accounting Principles	4
10-140-100	International Professional Field Studies	3	BUS335	Study Abroad in Business	3
10-140-164	Global Leadership & Professional Development	3		Elective	3
10-141-166	Intercultural Relations	3	BUS284	Principles of International Business	3
10-802-991	Elective: Choice of Foreign Language	3		Foreign Language	3
10-104-118	Professional Sales	2	BUS487*	Sales Management	2
10-104-119	Sales Strategy	2	BUS487*	Sales Management	2
10-104-100	Digital Marketing	3	MKT450	Digital Marketing	3
10-104-103	Promotion Principles	3	MKT388	Integrated Marketing Communications	3
10-104-108	Social Media Marketing Strategy	3	COM330	Strategic New Media and Digital Communication	3
10-106-113	Microsoft Outlook	2		Elective	2
10-623-195	Lean Tools	2		Elective	2
10-106-178	Business Presentation Techniques	3		Elective	3
10-196-188	Project Management, Intro to	3		Elective	3
Total Transfer Credits					62

Gateway Technical College			Lakeland University		
Course Code	Course Name	Credits	Course code	Course Name	Credits
890-155	Gateway to Success	1	GEN103	College Success Seminar	1
101-114	Accounting Principles OR	4	ACC210	Financial Accounting Principles	4
101-112	Accounting for Business AND	3		Elective	3
103-103	Excel II	1		Elective	1
102-137	Intro to Business	3	BUS150	Pathways to Success: An Introduction	3
102-160	Business Law	3	BUS410	Business Law 1	3
801-136	English Composition	3	GEN110	Composition I: Academic Writing	3
104-101	Marketing Principles	3	MKT350	Marketing Principles	3
104-104	Selling Principles	3		Elective	3
105-106	Business Communications OR	3		Elective	3
801-197	Technical Reporting	3	WRT335	Technical Writing	3
804-135	Quantitative Reasoning	3	MAT120	Quantitative Reasoning	3
801-198	Speech OR	3	COM111	Fundamentals of Public Speaking	3
801-196	Oral/Interpersonal Communication	3	COM111	Fundamentals of Public Speaking	3
103-143	Computers for Professionals	3	CPS100	Introduction to Computers	3
104-105	Promotion Principles	3	MKT388	Integrated Marketing Communications	3
102-121	Credit Management	3		Elective	3
196-190	Leadership Development	3	BUS492	Organizational Leadership	3
809-166	Ethics Theory & Applications, Intro	3	PHI232	Ethics	3
196-191	Supervision	3	BUS330	Management Principles	3
809-172	Diversity Studies, Intro to	3	SOC210	Majority-Minority Relations	3
102-186	Bus. Management Internship OR	3	BUS400	Business Internship	3
809-112	Principles of Sustainability	3	BIO245	Gateway to Sustainability	3
102-196	Business Decision Management	4		Elective	4
809-195	Economics OR	3	ECN235	Principles of Macroeconomics	3
809-143	Microeconomics	3	ECN230	Principles of Microeconomics	3
809-198	Psychology, Intro to	3	PSY200	General Psychology	3
Total Transfer Credits					63

Lakeshore Technical College			Lakeland University		
Course Code	Course Name	Credits	Course code	Course Name	Credits
10103121	Excel - Level 1	1		Elective	1
10102110	Introduction to Business	3	BUS150	Pathways to Success: An Introduction	3
10804189	Introductory Statistics	3	MAT220	Probability and Statistics	3
10196189	Teambuilding and Problem Solving	3		Elective	3
10103191	Word - Level 1	1		Elective	1
10801195	Written Communication	3	GEN110	Composition I: Academic Writing	3
10101111	Accounting I	4	ACC210	Financial Accounting Principles	4
10196193	Human Resource Management	3	BUS380	Human Resource Management	3
10105128	Personal Branding	2		Elective	2
10104102	Principles of Marketing	3	MKT350	Marketing Principles	3
10801198	Speech OR	3	COM111	Fundamentals of Public Speaking	3
10801196	Oral/Interpersonal Communication	3	COM111	Fundamentals of Public Speaking	3
10809195	Economics	3	ECN235	Macroeconomics	3
10809198	Intro to Psychology	3	PSY200	General Psychology	3
10101107	Managerial Accounting	4	ACC220	Managerial Accounting Principles	4
10182108	Purchasing	3		Elective	3
10182102	Service Operations Management	3		Elective	3
10102160	Business Law I	3	BUS410	Business Law I	3
10102123	Business Management-Capstone	3		Elective	3
10102107	Internship-Business Management OR	3	BUS400	Business Internship	3
10138101	Intro to Global Business	3	BUS284	Principles of International Business	3
10809172	Introduction to Diversity Studies OR	3	SOC210	Majority-Minority Relations	3
10809166	Introduction to Ethics: Theory and Application	3	PHI232	Ethics	3
10196188	Project Management	3		Elective	3
				Total Transfer Credits	60

Madison College			Lakeland University		
Course Code	Course Name	Credits	Course code	Course Name	Credits
10-801-195	Written Communication	3	GEN110	Composition I: Academic Writing	3
10-804-144	Math of Finance	3		Elective	3
10-101-111	Accounting 1 - Principles	4	ACC210	Financial Accounting Principles	4
10-102-134	Introduction to Business	3	BUS150	Pathways to Success: An Introduction to Business	3
10-116-145	Introduction to Human Resources	3	BUS380	Human Resource Management	3
20-810-205	Small Group & Interpersonal Communication	3	COM211	Interpersonal Communication	3
10-809-199	Psychology of Human Relations	3	PSY ELEC		3
10-101-118	Management Accounting	4	ACC220	Managerial Accounting Principles	4
10-102-135	Project Management Fundamentals	3		Elective	3
10-106-109	Business Spreadsheet Applications	3		Elective	3
10-102-114	Business Communication	3		Elective	3
10-102-143	Management Techniques	3	BUS330	Management Principles	3
10-104-102	Marketing Principles	3	MKT350	Marketing Principles	3
10-114-126	Corporate Finance	3	BUS340	Principles of Business Finance	3
10-102-104	Business Statistics	3	MAT220	Probability and Statistics	3
10-102-132	Strategic Leadership	3		Elective	3
10-102-133	Topics in Tactical Management	3		Elective	3
10-809-195	Economics	3	ECN235	Macroeconomics	3
10-102-160	Business Law 1 OR	3	BUS410	Business Law I	3
10-114-130	Personal Finance OR	3	BUS265	Personal Finance	3
10-101-113	Accounting 2 - Principles	4	ACC 220	Managerial Accounting Principles	4
Total Transfer Credits					62

Mid-State Technical College			Lakeland University		
Course Code	Course Name	Credits	Course code	Course Name	Credits
10102101	Intro to Business	3	BUS150	Pathways to Success: An Introduction to Business	3
10103106	Microsoft Office - Introduction	3		Elective	3
10809196	Intro to Sociology OR	3	SOC100	Introduction to Sociology	3
10809122	Intro to American Government OR	3	POL221	American Government	3
10809172	Introduction to Diversity Studies	3	SOC210	Majority-Minority Relations	3
10801136	English Composition 1 OR	3	GEN110	Composition I: Academic Writing	3
10801195	Written Communication	3	GEN110	Composition I: Academic Writing	3
10102138	Organizational Behavior	3		Elective	3
10196193	Human Resource Management	3	BUS380	Human Resource Management	3
10102110	Employment Law	3		Elective	3
10801198	Speech OR	3	COM111	Fundamentals of Public Speaking	3
10801196	Oral/Interpersonal Communication	3	COM111	Fundamentals of Public Speaking	3
10196191	Supervision	3	BUS330	Management Principles	3
10102131	Entrepreneurial Management	3	BUS455	Entrepreneurial Management	3
10196189	Team Building & Problem Solving	3		Elective	3
10102104	Business Law	3	BUS410	Business Law I	3
10102180	International Business	3	BUS284	Principles of International Business	3
10104102	Marketing Principles	3	MKT350	Marketing Principles	3
10804107	College Mathematics OR	3	MAT140	Advanced Algebra	3
10804118	Intermediate Algebra w/Applications OR	4	MAT140	Advanced Algebra	4
10804189	Introductory Statistics	3	MAT220	Probability and Statistics	3
10809195	Economics	3	ECN235	Macroeconomics	3
10102121	Finance and Budgeting OR	3		Elective	3
10101140	Accounting 1	3	ACC210	Financial Accounting Principles	3
10809198	Intro to Psychology OR	3	PSY200	General Psychology	3
10809188	Developmental Psychology	3	PSY330	Human Growth and Development	3
10102160	Business Decision Making	3		Elective	3
10196192	Managing for Quality	3		Elective	3
10196188	Project Management	3		Elective	3
Total Transfer Credits					63

Milwaukee Area Technical College			Lakeland University		
Course Code	Course Name	Credits	Course code	Course Name	Credits
BADM-106	MS Office for Business Applications	3	CPS100	Introduction to Computers	3
BADM-110	Business Communications With Technology OR	3		Elective	3
ENG-208	Technical Communications OR	3	WRT335	Technical Writing	3
ENG-202	English 2	3	GEN112	Composition II: Argumentation and Research	3
BADM-134	Business Organization and Management	3	BUS150	Pathways to Success: An Introduction to Business	3
ENG-195	Written Communication OR	3	GEN110	Composition I: Academic Writing	3
ENG-201	English 1	3	GEN110	Composition I: Academic Writing3	3
ACCTG-110	Financial Accounting OR	3		Elective	3
ACCTG-111	Accounting 1	4	ACC210	Financial Accounting Principles	4
BADM-192	Risk Management and Insurance	3	BUS325	The Insurance Industry	3
ENG-197	Technical Reporting OR	3	WRT355	Technical Writing	3
	Any 200-level ENG or SPEECH course	3			3
BADM-145	Small Business Management OR	3		Elective	3
LOGMGT-146	Operations Management	3		Elective	3
BADM-165	Legal Environment of Business	3		Elective	3
ECON-195	Economics OR	3	ECN235	Macroeconomics	3
ECON-202	Principles of Microeconomics OR	3	ECN230	Microeconomics	3
	Any 200-level ECON course	3			3
MATH-107	College Mathematics OR	3	MAT140	Advanced Algebra	3
	Any 200-level MATH course	3			3
SOCSCI-197	Contemporary American Society OR	3		Elective	3
	Any 200-level SOCSCI course	3			3
BADM-120	Business Analysis	3	BUS301	Management Information Systems	3
BADM-155	Management Principles	3	BUS330	Management Principles	3
	Electives	6		Electives	6
MATH-123	Math With Business Applications OR	3		Elective	3
	Any 200-level MATH course	3			3
PSYCH-199	Psychology of Human Relations OR	3	PSY ELEC		3
	Any 200-level PSYCH course	3			3
Total Transfer Credits					60

Moraine Park Technical College			Lakeland University		
Course Code	Course Name	Credits	Course code	Course Name	Credits
102-110	Introduction to Business	3	BUS150	Pathways to Success: An Introduction to Business	3
103-159	Computer Literacy - Microsoft Office	1		Elective	1
196-189	Team Building and Problem Solving	3		Elective	3
801-136	English Composition I	3	GEN110	Composition I: Academic Writing	3
890-101	College 101	2	GEN103	College Success Seminar	2
	Mathematics Course	3			3
101-184	Principles of Accounting	3		Elective	3
102-120	Principles of Management	3	BUS330	Management Principles	3
105-160	Business Law	3	BUS410	Business Law I	3
196-188	Project Management	3		Elective	3
	Communication Course	3			3
	Social Science Course	3			3
101-134	Introduction to Finance	3	BUS340	Principles of Business Finance	3
101-138	Data Management, Analysis and Reporting	3	DAT210	Database Basics	3
102-115	Business and Employee Relations	3		Elective	3
102-124	Business Logistics	3	BUS445	Logistics and Supply Chain Management	3
104-102	Marketing Principles	3	MKT350	Marketing Principles	3
145-190	Small Business Purchasing and Inventory Control	3		Elective	3
105-140	Business Decision Making	3		Elective	3
105-150	Business Practice Firm OR	3	BUS400	Business Internship	3
105-152	Business Practicum	3	BUS400	Business Internship	3
105-158	Personal Brand	2		Elective	2
	Social Science Course	3			3
	Behavioral Science Course	3			3
Total Transfer Credits					65

Nicolet Technical College			Lakeland University		
Course Code	Course Name	Credits	Course code	Course Name	Credits
1010210100	Introduction to Business	1		Elective	1
1080119500	Written Communication	3	GEN110	Fundamentals of Public Speaking	3
1010210600	Business Programs Orientation	1	BUS150<	Pathways to Success: An Introduction to Business	1
1010210800	Operations Management Role and History	1	BUS150<	Pathways to Success: An Introduction to Business	1
1019616000	Leadership Qualities of Leaders	1	BUS330^	Management Principles	1
1019616500	Leadership Emotional Intelligence	1	BUS330^	Management Principles	1
1019617000	Leadership Organizational Culture	1	BUS330^	Management Principles	1
1010311500	MS Word Beginning	1		Elective	1
1010312600	MS Excel Beginning	1		Elective	1
1010314100	MS Powerpoint Beginning	1		Elective	1
1015110500	Digital Literacy with Cyber Security	1		Elective	1
1080119600	Oral Interpersonal Communication	3	COM111	Fundamentals of Public Speaking	3
1080413400	Mathematical Reasoning	3	MAT140	Advanced Algebra	3
1080919900	Psychology of Human Relations	3	PSY ELEC		3
1010410100	Marketing Fundamentals	2	MKT350#	Marketing Principles	2
1010410500	Marketing Plan Development	1	MKT350#	Marketing Principles	1
1010211300	Human Resources Roles and Laws	1	BUS380"	Human Resource Management	1
1010211600	Human Resources Recruitment	1	BUS380"	Human Resource Management	1
1010211800	Human Resources Employee Evaluation	1	BUS380"	Human Resource Management	1
1010210900	Operations Management Business Operations	1		Elective	1
1010212100	Customer Service	1		Elective	1
1080919500	Economics	3	ECN235	Macroeconomics	3
1010110200	Introduction to Accounting	1		Elective	1
1019617500	Leadership Change Management	1	BUS492^	Organizational Leadership	1
1019618000	Leadership Team Development	1	BUS492^	Organizational Leadership	1
1019618500	Leadership Employee Coaching	1	BUS492^	Organizational Leadership	1
1010315500	QuickBooks Basics	1		Elective	1
1010220100	Business Law Foundation and Torts	1	BUS410*	Business Law I	1
1010220500	Business Law Contracts	1	BUS410*	Business Law I	1
1010221000	Business Law Entities and Real Property	1	BUS410*	Business Law I	1
	Elective	3		Elective	3
1010211100	Operations Management Global Business	1		Elective	1
1080119700	Technical Reporting	3	WRT335	Technical Writing	3
1010222000	Strategic Management Vision and Innovation	1		Elective	1
1010222500	Strategic Management Analysis of Competition	1		Elective	1
1010223000	Strategic Management Social Responsibility	1		Elective	1
1089010300	Professional Career Management	1	EXP100	Professional Protocol	1
1010224000	Business Finance Financial Statements and Budgeting	2		Elective	2
1010224500	Business Finance Personal Finance	1		Elective	1
1010219200	Business Internship	2	BUS400	Business Internship	2
1014510100	Entrepreneurship Fundamentals	1	BUS455^	Entrepreneurial Management	1
1014511000	Entrepreneurship Business Plan Development	2	BUS455^	Entrepreneurial Management	2
Total Transfer Credits					60

Northwood Technical College			Lakeland University		
Course Code	Course Name	Credits	Course code	Course Name	Credits
10101101	Financial Accounting 1	4	ACC210	Financial Accounting Principles	4
10103125	MS Outlook	1		Elective	1
10103146	MS Word A	1		Elective	1
10103151	MS Excel A	1		Elective	1
10104102	Marketing Principles	3	MKT350	Marketing Principles	3
10104180	Business & Marketing Field Study	2		Elective	2
10105100	Introduction to Business	3	BUS150	Pathways to Success: An Introduction to Business	3
10105125	Business Law	3	BUS410	Business Law I	3
10114107	Principles of Finance	3	BUS340	Principles of Business Finance	3
10104191	Customer Service Management	3		Elective	3
10196191	Supervision	3	BUS330	Management Principles	3
10801136	English Composition 1	3	GEN110	Composition I: Academic Writing	3
10801196	Oral/Interpersonal Communication	3	COM111	Fundamentals of Pubic Speaking	3
10804123	Math with Business Applications	3		Elective	3
10809195	Economics	3	ECN235	Macroeconomics	3
10809198	Introduction to Psychology	3	PSY200	General Psychology	3
10101174	QuickBooks Accounting - Beginning	2		Elective	2
10103106	MS PowerPoint	1		Elective	1
10103152	MS Excel B	1		Elective	1
10103162	MS Access A	1		Elective	1
10116100	Human Resource Management OR	3	BUS380	Human Resource Management	3
10104198	Managing Human Resources	3	BUS380	Human Resource Management	3
10145101	Entrepreneurship	3		Elective	3
10196157	Strategic Planning	1		Elective	1
10196188	Project Management	3		Elective	3
	Elective	3		Elective	3
Total Transfer Credits					60

Northcentral Technical College			Lakeland University		
Course Code	Course Name	Credits	Course code	Course Name	Credits
10890165	College 101	1	GEN103	College Success Seminar	1
10102124	Introduction to Business	3	BUS150	Pathways to Success: An Introduction to Business	3
10102205	Business Management Program Foundations	1		Elective	1
10103242	Excel Level 1	1		Elective	1
10103243	Word Level 1	1		Elective	1
10196191	Management Principles	3	BUS330	Management Principles	3
10801195	Written Communication OR	3	GEN110	Composition I: Academic Writing	3
10801136	English Composition I	3	GEN110	Composition I: Academic Writing	3
10804123	Math w/Business Applications OR	3		Elective	3
10804107	College Mathematics	3	MAT140	Advanced Algebra	3
10102160	Business Law I	3	BUS410	Business Law I	3
10102201	Introduction to International Business	3	BUS284	Principles of International Business	3
10104172	Marketing Principles	3	MKT350	Marketing Principles	3
10801196	Oral/Interpersonal Communication	3	COM111	Fundamentals of Public Speaking	3
10101111	Accounting I OR	4	ACC210	Financial Accounting Principals	4
10101147	Accounting Fundamentals	3		Elective	3
10102202	Business Finance	3	BUS4340	Principles of Business Finance	3
10182142	Fundamentals of Supply Chain Management	3	BUS445	Logistics and Supply Chain Management	3
10196188	Project Management	3		Elective	3
10809195	Economics	3	ECN235	Macroeconomics	3
10809172	Introduction to Diversity Studies OR	3	SOC210	Majority-Minority Relations	3
10809166	Intro to Ethics: Theory & App	3	PHI232	Ethics	3
10102204	Business Analytics	3	BUS301	Management Information Systems	3
10102206	Business Management Career Preparation	1		Elective	1
10196189	Team Building and Problem Solving	3		Elective	3
10196193	Managing Human Resources	3	BUS380	Human Resource Management	3
10102200	The Branch: Skills Accelerator OR	3	BUS400	Business Internship	3
10102203	Business Management Capstone	3	BUS400	Business Internship	3
10809199	Psychology of Human Relations OR	3	PSY ELEC	Elective	3
10809198	Intro to Psychology	3	PSY200	General Psychology	3
Total Transfer Credits					62

Northeast Wisconsin Technical College			Lakeland University		
Course Code	Course Name	Credits	Course code	Course Name	Credits
10890101	College 101	1	GEN103	College Success Seminar	1
10102158	Business Principles	3	BUS150	Pathways to Success: An Introduction to Business	3
10801136	English Composition I	3	GEN110	Composition I: Academic Writing	3
10801196	Oral/Interpersonal Comm	3	COM111	Fundamentals of Public Speaking	3
10804134	Mathematical Reasoning	3	MAT140	Advanced Algebra	3
10103121	MS Word Intro	1		Elective	1
10105100	Careers in Business	1	EXP100	Professional Protocol	1
10104110	Marketing Principles	3	MKT350	Marketing Principles	3
10196189	Team Building/Prob Solve	3		Elective	3
10101106	Accounting Principles	3		Elective	3
10809195	Economics	3	ECN235	Macroeconomics	3
10103131	MS Excel Intro	1		Elective	1
10102150	Business Law	3	BUS410	Business Law I	3
10182111	Lean Operations	1		Elective	1
10182112	Lean Manufacturing	1		Elective	1
10102168	Operations Management	3		Elective	3
10101184	Business Finance/Budgeting	3		Elective	3
10182114	Lean Six Sigma	1		Elective	1
10196191	Supervision	3	BUS330	Management Principles	3
10101190	Accounting-Quick Books	1		Elective	1
10105013	Career Fundamentals	1	EXP100	Professional Protocol	1
10196193	Human Resource Management	3	BUS380	Human Resource Management	3
10102160	Global Business Management	3	BUS284	Principles of International Business	3
10104191	Customer Service	3		Elective	3
10809172	Intro to Diversity Studies	3	SOC210	Majority-Minority Relations	3
10809198	Intro to Psychology	3	PSY200	General Psychology	3
10102195	Business Simulation	2		Elective	2
10102199	Bus Mgmt Career Experience	2	BUS400	Business Internship I	2
Total Transfer Credits					64

Southwest Technical College			Lakeland University		
Course Code	Course Name	Credits	Course code	Course Name	Credits
10-102-105	Introduction to Business	3	BUS150	Pathways to Success: An Introduction To Business	3
10-102-131	Developing a Business Plan	1		Elective	1
10-102-151	Personal Finance	1		Elective	1
10-103-105	Beginning Microsoft Word	1		Elective	1
10-801-195	Written Communication OR	3	GEN110	Composition I: Academic Writing	3
10-801-136	English Composition 1	3	GEN110	Composition I: Academic Writing	3
10-804-123	Math with Business Applications OR	3		Elective	3
10-804-195	College Algebra with Applications	3	MAT140	Advanced Algebra	3
10-809-195	Economics	3	ECN235	Macroeconomics	3
10-101-111	Accounting 1	4	ACC210	Financial Accounting Principles	4
10-102-109	Business Law I	3	BUS410	Business Law I	3
10-102-130	Management Principles	3	BUS330	Management Principles	3
10-103-106	Beginning Microsoft Excel	1		Elective	1
10-104-130	Marketing Principles	3	MKT350	Marketing Principles	3
10-102-104	Principles of Finance	3	BUS340	Principles of Business Finance	3
10-102-110	Business Law 2	3		Elective	3
10-102-129	Human Resources Management	3	BUS380	Human Resource Management	3
10-102-133	Career Planning in Business	1	EXP100	Professional Protocol	1
10-809-143	Microeconomics	3	ECN235	Macroeconomics	3
10-809-199	Psychology of Human Relations OR	3		Elective	3
10-809-198	Intro to Psychology	3	PSY200	General Psychology	3
10-102-108	Risk Management	3		Elective	3
10-102-115	Business Management Strategies	3	BUS330	Management Principles	3
10-102-132	Operations Management	3		Elective	3
10-104-105	Selling Principles	3		Elective	3
10-801-198	Speech	3	COM111	Fundamentals of Public Speaking	3
Total Transfer Credits					60

Waukesha County Technical College			Lakeland University		
Course Code	Course Name	Credits	Course code	Course Name	Credits
101-109	Business Accounting OR	4		Elective	4
101-111	Accounting I - Principles OR	4	ACC210	Financial Accounting Principles	4
101-113	Accounting II - Principles	4	ACC220	Managerial Accounting Principles	4
101-132	Business Financial Management	3		Elective	3
102-101	Business Professionalism OR	1		Elective	1
104-112	Personal Brand	3		Elective	3
102-118	Business Management Capstone	3		Elective	3
102-160	Business Law	3	BUS410	Business Law	3
104-102	Marketing Principles	3	MKT350	Marketing Principles	3
106-162	Introduction to Microsoft Word OR	1		Elective	1
106-110	Intro to Software Applications	3	CPS100	Introduction to Computers	3
106-163	Intro to Microsoft Excel OR	1		Elective	1
106-110	Intro to Software Applications	3	CPS100	Introduction to Computers	3
106-166	Business Presentation Software OR	1		Elective	1
106-110	Intro to Software Applications	3	CPS100	Introduction to Computers	3
138-150	Global Business Fundamentals	3	BUS284	Principles of International Business	3
182-101	Principles of Supply Chain Mgt	3	BUS445	Logistic and Supply Chain Management	3
196-125	Management of Customer Service	3		Elective	3
196-140	Managing People	3	BUS330	Management Principles	3
196-190	Leadership Development	3		Elective	3
623-170	Intro to Continuous Improvement OR	3		Elective	3
623-130	Lean for Office	3		Elective	3
623-131	Transactional Lean	3		Elective	3
	Elective	3		Elective	3
890-108	Employment Success OR	1	EXP100	Professional Protocol	1
104-112	Personal Brand	3		Elective	3
801-136	English Composition I OR	3	GEN110	Composition I: Academic Writing	3
801-223	English Composition II	3	GEN112	Composition II: Argumentation & Research	3
801-196	Oral/Interpersonal Communication OR	3	COM111	Fundamentals of Public Speaking	3
801-198	Speech	3	COM111	Fundamentals of Public Speaking	3
804-123	Math w/Business Apps OR	3		Elective	3
804-107	College Mathematics OR	3	MAT140	Advanced Algebra	3
804-115	College Technical Math 1 OR	5	MAT140	Advanced Algebra	5
804-116	College Technical Math II OR	4	MAT162	Pre-Calculus	4
804-118	Interim Algebra w/Apps OR	4	MAT140	Advanced Algebra	4
804-195	College Algebra w/Apps OR	3	MAT140	Advanced Algebra	3
804-198	Calculus 1 OR	4	MAT231	Calculus I	4
804-211	Quantitative Reasoning	3	MAT120	Quantitative Reasoning	3
809-143	Microeconomics OR	3	ECN230	Microeconomics	3
809-195	Economics	3	ECN235	Macroeconomics	3
809-196	Intro to Sociology	3	SOC100	Introduction to Sociology	3
809-199	Psychology of Human Relations OR	3	PSY ELEC		3
809-198	Intro to Psychology	3	PSY200	General Psychology	3
Total Transfer Credits					60

Western Technical College			Lakeland University		
Course Code	Course Name	Credits	Course code	Course Name	Credits
10102137	Business Professionalism	3	GEN103	College Success Seminar	3
10801136	English Composition 1	3	GEN110	Composition I: Academic Writing	3
10102108	Entrepreneurship Exploration and Mindset	3	BUS455	Entrepreneurial Management	3
10154102	Software Applications for Business	3		Elective	3
10116117	Intro to HR Management	3	BUS380	Human Resource Management	3
10804123	Math w/Business Applications	3		Elective	3
10102134	Principles of Management	3	BUS330	Management Principles	3
10801197	Technical Reporting	3	WRT335	Technical Writing	3
10102130	Business Law	3	BUS410	Business Law I	3
10102122	Entrepreneurship Business Canvas	3		Elective	3
10101108	Introduction to Accounting	3		Elective	3
10104114	Marketing Principles	3	MKT350	Marketing Principles	3
10102126	Business Financials	3	BUS340	Principles of Business Finance	3
10102123	Global E-Commerce	3		Elective	3
10102131	Operations Management	3		Elective	3
10801198	Speech	3	COM111	Fundamentals of Public Speaking	3
10102133	Business Management Capstone	3		Elective	3
10809195	Economics	3	ECN235	Macroeconomics	3
10809198	Intro to Psychology	3	PSY200	General Psychology	3
10102143	Professional Profile Development	3	EXP100	Professional Protocol	3
Total Transfer Credits					60

12-2 System-wide Articulation Agreement Signature Page

Agreement with: Lakeland University
College Partner

for the Business Management and 10-102-3
Primary State Program Title Primary Number

Date: 01/17/2024
Calendar Date (mm/dd/yyyy)

Wisconsin Technical College System - Instructional Service Administrators

Karen Schmitt
Blackhawk Technical College


Lynette Livingston (Jan 23, 2024 23:40 CST)
Chippewa Valley Technical College

Jennifer A. Jarter
Fox Valley Technical College

Matthew Janisin
Matthew Janisin (Jan 18, 2024 04:57 CST)
Gateway Technical College

Meredith Sauer
Meredith Sauer (Jan 17, 2024 14:30 CST)
Lakeshore Technical College


Madison Area Technical College

Christopher Severson
Mid-State Technical College

Mohammad Dakwar
Milwaukee Area Technical College

Douglas Hamm
Douglas Hamm (Jan 17, 2024 14:50 CST)
Moraine Park Technical College


Alan Javoroski
Nicolet Area Technical College

Darren J. Ackley
Northcentral Technical College

Kaemyr Rogalski
Northeast Wisconsin Technical College


Northwood Technical College

Cynde Larsen
Southwest Wisconsin Technical College


Bradley Piazza (Jan 17, 2024 14:18 CST)
Waukesha County Technical College


Western Technical College