



Transfer Articulation Guide (TAG)

3+1 Insurance Risk Management - Bachelor of Business Administration (B.B.A.)
Guide Effective September 2022; Revised October 2022



Student Name: _____								
Associate Degree: _____								
LANSING COMMUNITY COLLEGE GENERAL EDUCATION	Northwood Course Equivalency	Credit	✓	LANSING COMMUNITY COLLEGE ELECTIVES	Northwood Course Equivalency	Credit	✓	
BIOL 120 Environmental Science (preferred) -OR- Natural Science	Natural Science	4		INSU 105 Principles of Prop & Liability Ins	INS 1100	3		
COMM 130 Fundamentals of Public Speaking	SPC 2050	3		INSU 110 Personal Insurance	INS 1200	3		
ENGL 121 Composition I	ENG 1150	4		INSU 125 Commercial Insurance	INS 2100	3		
ENGL 122 Composition II	ENG 1200	4		INSU 250 Claims and Underwriting	INS 2500	3		
HIST 215 -OR- HIST 216 World Civilizations -OR- HIST 211 -OR- HIST 212 U.S. History	History	4		INSU 285 Insurance Agency Operations	INS 3000	3		
MATH 120 College Algebra	MTH 1150	4		MKTG 120 Sales	MKT 2150	3		
MGMT 335 -OR- STAT 170 -OR- STAT 215 Statistics	MTH 2310	3 or 4		Electives (200 level or higher)	Electives	4-6		
POLS 120 American Political System	PSC 2010	4		LANSING COMMUNITY COLLEGE			22-24	
PSYC 200 Psychology or SOCL 120 Sociology (or HUM - see advisor) or MGMT 200 (HUM) or MGMT 234 (SOC)	PSY, SOC or HUM	3 or 4		NORTHWOOD UNIVERSITY 4TH YEAR COURSEWORK				
LANSING COMMUNITY COLLEGE GENERAL EDUCATION			34-36	ECN 4010 Economics of Public Policies (Prerequisites: ECN 2210, and 60 credits.)		3		
LANSING COMMUNITY COLLEGE - COMMON PROFESSIONAL CORE				FIN 3210 Financial Management for Majors(Prerequisite: ACC 2415)		3		
ACCG 210 Principles of Financial Accounting	ACC 2410	4		FIN 4550 Corporate Investment Decisions (Prerequisite: FIN 3010 or 3210)		3		
ACCG 211 Principles of Managerial Accounting	ACC 2415	4		INS 3100 State Insurance Code (Prerequisite: INS 3000)		1		
CITA 110 (preferred) Intro to Microsoft Office -OR- CITF 110 Intro to Computer Systems	MIS 1500	3		INS 3400 Commercial Multiple Lines Insurance (Prerequisite: INS 2100)		3		
ECON 201 Principles of Economics Micro	ECN 2210	4		INS 4850 Insurance Proposals and Negotiations (Prerequisite: INS 3000, SPC 2050)		3		
ECON 202 Principles of Economics Macro	ECN 2220	4		MGT 4250 Organizational Behavior (Prerequisite: MGT 2300)		3		
LEGL 215 Business Law I-Basic Principles	LAW 3000	3		MGT 4800 Strategic Planning (Prerequisites: 90 credits, MGT 2300, FIN 3010/3210)		3		
MGMT 225 Principles of Management/ Leadership	MGT 2300	3		PHL 4100 Philosophy of the American Enterprise (Prerequisite: ECN 2210, ECN 2220, 90 credits)		3		
MKTG 200 Principles of Marketing	MKT 2080	3		Choice Elective (3000/4000 level)		3		
PHL 152 Ethics (preferred) -OR- MGMT 332 Ethics: Assumptions for the Future	PHL 3100	3		Choice Elective (3000/4000 level)		3		
Total Lansing Community College Credits Required						89		
Total Northwood University Credits Required						31		
LANSING COMMUNITY COLLEGE				31	B.B.A. Total Credits Required			120

Requirements of transfer agreement:

- Completion of an associate's degree from Lansing Community College as shown by official transcripts (additional Lansing Community College courses may be required - see advisor).
- Completion of all coursework as shown above.
- A minimum of 120 credit hours are needed to obtain a B.B.A. from Northwood University.
- A minimum of 30 credit hours must be completed with Northwood University.
- 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 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: _____