



Transfer Articulation Guide (TAG)

2+2 Automotive Marketing & Management
Bachelor of Business Administration (B.B.A.)

Guide Effective May 2012; Updated June 2018



Student Name: _____				Notes: _____				
Associate Degree: _____								
GENERAL EDUCATION								
KIRTLAND COMMUNITY COLLEGE				Northwood Course Equivalency	Credit	✓	NORTHWOOD UNIVERSITY - Spring Year One	
CIS 10500 Introduction to Computers				MIS 1050	3		3000/4000 AM Elective	3
ECO 20100 & 20200 Principles of Macroeconomics & Microeconomics				ECN 2210 & ECN 2220	6		HIS 2150 Foundations of a Modern World II (Prerequisite: HIS 2100)	3
ENG 10303 & 10403 English Composition I & II				ENG 1150 & ENG 1200	6		3000/4000 PSY -OR- SOC Elective	3
HIS 20100 -OR- HIS 20200 United States History				Civic Lit. Elective	3		AM 2640 Dealership Variable Operations (Prerequisite: AM 1320)	3
Humanities ART, MUS, THE, LIT, -OR- Languages				HUM Elective	3		FDN 3100 Career Development	1
MTH 13000 -OR- 18001 College Algebra -OR- Pre-Calculus				MTH 1150	4		NSC 2100 Environmental Science	3
MTH 20600 Application in Statistics				MTH 2310	4		Total NU Spring Semester Credit Hours	16
Natural Science Select any course with lab from: AST, BIO, CHE, GEL, PHY				Natural Science	4		NORTHWOOD UNIVERSITY - Fall Year Two	
PHL 21000 Introduction to Ethics				PHL 3100	3		3000/4000 AM Elective	3
POL 10100 Intro to American Government				PSC 2010	3		AM 2650 Dealership Fixed Operations (Prerequisite: AM 1320)	3
SPE 10500 -OR- 11400 Fundamentals of Speech -OR- Intro to Interpersonal/Public Communication				SPC 2050	3		AM 4650 Dealership Financial Statement (Prerequisite: 90 Credits Completed)	3
Total KCC General Education Credit Hours				42			MGT 4250 Organizational Behavior (Prerequisite: MGT 2300)	3
KIRTLAND COMMUNITY COLLEGE - BUSINESS CORE							PHL 4100 Philosophy of American Enterprise (Prerequisite: 90 Credits Completed, ECN 2210 & 2220)	3
ACC 12100 Accounting Principles I				ACC 2410	4		Total NU Fall Semester Credit Hours	15
ACC 12200 Accounting Principles II				ACC 2415	4		NORTHWOOD UNIVERSITY - Spring Year Two	
BUS 21500 Business Law				LAW 3000	3		3000/4000 Global Understanding Elective	3
BUS 21000 Principles of Management				MGT 2300	3		AM 3630 Dealership Accounting (Prerequisite: ACC 2415)	3
MKT 20000 Principles of Marketing				MKT 2080	3		AM 4670 Dealership General Management (Prerequisite: 90 Credits Completed)	3
Automotive Technologies Elective (Required AUT Courses)				Elective	15		ENG 3200 Report Writing (ADP) (Prerequisite: ENG 1200) -OR- 3000/4000 Business Core Elective (Campus)	3
Total KCC Business Core Credit Hours				32			MGT 4800 Strategic Planning (Prerequisite: 90 Credits Completed, MGT 2300, FIN 3010 -OR- 3210)	3
NORTHWOOD UNIVERSITY - Fall Year One							Total NU Spring Semester Credit Hours	15
AM 1320 Role and Function of the American Auto Dealership					3		AM 3990 Internship - Required (Prerequisite: 30 Credits Completed)	3
AM 3650 Dealership Legal Issues/Finance and Insurance (Prerequisite: 60 Credits Completed)					3			
ENG 4010 Communication & Interpersonal Relations (Prerequisite: ENG 1200) -OR- 3000/4000 Adv. Language Study					3			
FIN 3010 Financial Management (Prerequisite: ACC 2415)					3		Total Kirtland Community College Credit Hours	74
HIS 2100 Foundations of a Modern World I					3		Total Northwood University Credit Hours	64
Total NU Fall Semester Credit Hours				15			B.B.A. Total Credit Hours	138

Requirements of transfer agreement:

- Completion of an associate's degree from Kirtland Community College as shown by official transcripts (additional MCC 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.
- A minimum of 123 credit hours are needed to obtain a B.B.A. from Northwood University.
- A minimum of 31 credit hours must be completed with Northwood University.
- All transfer coursework must be college-level; remedial coursework is not considered college-level.
- All Adult Degree Program students are required to take FDN 2500 for zero or 1 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: _____