

Associate Degree Plan of Study: Business Management/Entrepreneurship, AAS

| Business Management/Entrepreneurship, AAS |                                                                                       |         |
|-------------------------------------------|---------------------------------------------------------------------------------------|---------|
| COURSE #                                  | COURSE TITLE                                                                          | CREDITS |
| Elective                                  | Entrepreneurship Elective                                                             | 3       |
| ACC 1100 or 1210                          | ACC Small Business Accounting or Introduction to Financial Accounting                 | 3       |
| BIS 1120                                  | Introduction to Software Applications                                                 | 3       |
| BIS 1400                                  | Customer Service                                                                      | 3       |
| COM 2211 or COM 2225 or COM 2286          | Effective Public Speaking or Small Group Communication or Public Relations Principles | 3       |
| ENG 1101                                  | English Composition I                                                                 | 3       |
| ENG 1131                                  | Business Writing                                                                      | 3       |
| ENG 2140                                  | Small Business Finance                                                                | 3       |
| ENG 2160                                  | Business Plan Development                                                             | 3       |
| LAW 1101                                  | Business Law                                                                          | 3       |
| MAN 1107                                  | Foundations of Business                                                               | 3       |
| MAN 2101                                  | Introduction to Supervision                                                           | 3       |
| MAN 2144                                  | Negotiation Techniques                                                                | 3       |
| MAN 2150                                  | Management & Organizational Behavior                                                  | 3       |
| MAN 2159                                  | Supply Chain Management Concepts & Applications                                       | 3       |
| MAT 1120 or OT36 XXXX                     | Business Mathematics or Mathematics Elective                                          | 3       |
| MRK 2100 or MRK 2101 or MRK 2135          | Foundations of Marketing or Principles of Marketing Management or Digital Marketing   | 3       |
| MARK 2220                                 | Small Business Marketing                                                              | 3       |
| OT XXXX                                   | Arts & Humanities Elective                                                            | 3       |
| ECO 2180                                  | Principles of Microeconomics                                                          | 3       |
|                                           |                                                                                       |         |
|                                           |                                                                                       |         |
|                                           |                                                                                       |         |
|                                           |                                                                                       |         |
|                                           |                                                                                       |         |
| Total Credits                             |                                                                                       | 60      |

IWU General Education Requirements (May be taken at IWU or any regionally accredited institution).

| IWU Gen. Ed. Requirements                              | May Be Satisfied By:                                          | Credits Satisfied |
|--------------------------------------------------------|---------------------------------------------------------------|-------------------|
| 3 credits in Biblical Studies                          | Met with any Biblical Studies Course                          | 0                 |
| 3 credits in Philosophy, Biblical Studies, or Religion | Met with any Philosophy, Biblical Studies, or Religion Course | 0                 |
| 3 credits in English Written Communication             | Met with ENG 1101                                             | 3                 |
| 3 credits in English Written Communication             | Met with ENG 1131                                             | 3                 |
| 3 credits in English Oral Communication                | Met with COM 2211 or COM 2225 or COM 2286                     | 3                 |
| 3 credits in Mathematics                               | Met with MAT 1120 or OT36 Mathematics Elective                | 3                 |
| 3 credits in Natural Science                           | Met with any Natural Sciences Course                          | 0                 |
| 3 credits in Social or Behavioral Science              | Met with ECO 2180                                             | 3                 |
| 3 credits in Social or Behavioral Science              | Met with any Social or Behavioral Science Course              | 0                 |
| 3 credits in Arts and Humanities                       | Met with OT36 Arts & Humanities Elective                      | 3                 |
| Total Required: 30                                     |                                                               | 18                |

• Credit is granted for undergraduate course work with a satisfactory grade (“C” or above) in a 100-level or higher course, or for graduate course work with a satisfactory grade (“B” or above) in a 500-level course or higher, taken at a college or university that is accredited by an accrediting agency recognized by both the U.S. Department of Education (ED) and the Council for Higher Education Accreditation (CHEA). This transfer guide is for National & Global courses of study only and is not meant to be used for purposes for IWU-Marion. \*

IWU Bachelor Completion Plan of Study

| B.S., Management (BSM) |                                                       |         |                    |                                       |
|------------------------|-------------------------------------------------------|---------|--------------------|---------------------------------------|
| COURSE #               | COURSE TITLE                                          | CREDITS | EQUIVALENT COURSES | CREDITS SATISFIED IN ASSOCIATE DEGREE |
|                        | Foundational Course                                   |         |                    |                                       |
| MGT 302                | Management and Leadership                             | 3       |                    |                                       |
|                        | Devoe Entrepreneurship Courses                        |         |                    |                                       |
| ENT 301                | The Business Idea                                     | 3       |                    |                                       |
| ENT 302                | The Customer Conversation                             | 3       |                    |                                       |
| ENT 303                | The Culture and Operations of a Business              | 3       |                    |                                       |
| ENT 304                | The Cash Flow Story                                   | 3       |                    |                                       |
|                        | Management Courses                                    |         |                    |                                       |
| ADM 310                | Digital Transformation for Managers                   | 3       |                    |                                       |
| MTT 437                | Operations and Supply Chain Management                | 3       |                    |                                       |
| MGT 445                | Ethical and Legal Business Concepts                   | 3       |                    |                                       |
| ACC 305                | Accounting and Financial Decision Making for Managers | 3       |                    |                                       |
| MKG 471                | Applied Research in Marketing and Economics           | 3       |                    |                                       |
| MGT 432                | Organizational Behavior                               | 3       |                    |                                       |
| MGT 451                | Quality and Project Decision-Making for Managers      | 3       |                    |                                       |
| MGT 460                | International Issues in Business                      | 3       |                    |                                       |
| MGT 465                | Strategic Management                                  | 3       |                    |                                       |
|                        |                                                       |         |                    |                                       |
|                        |                                                       |         |                    |                                       |
|                        |                                                       |         |                    |                                       |
|                        |                                                       |         |                    |                                       |
| Total Core Credits     |                                                       | 42      |                    | 0                                     |

Your Pathway to an IWU Bachelor Degree

IWU Bachelor Degrees (120 cr hrs)

|                                         |    |
|-----------------------------------------|----|
| Associate Degree Credits:               | 60 |
| B.S. Core Credits Remaining:            | 42 |
| Gen. Ed. Credits Remaining              | 12 |
| Additional Credits Needed to Reach 120: | 6  |

To Speak with an Enrollment Counselor Contact:  
Toll Free 866-498-4968  
[iwuenroll@indwes.edu](mailto:iwuenroll@indwes.edu)  
[www.indwes.edu/admissions/online/online-transfer](http://www.indwes.edu/admissions/online/online-transfer)

• Transfer pathways are produced as a service to associate degree students. Every effort is made to maintain up-to-date and accurate information; however, this information is subject to change. Such changes take precedence over the information on this guide. Students should work with their current advisor and an IWU advisor. Responsibility for complying with all applicable requirements ultimately rests with the student.

• Transfer pathways are intended as general guides and do not guarantee the transferability of credits. Official credit evaluations will be completed upon admission and receipt of official transcripts.