

# WGU Transfer Pathway Agreement

Louisiana Community & Technical College System

AA Louisiana Transfer - Business to BS Sales and Sales Management

General Education Courses	Competency Units Value	Partner Course(s) Transferred or Satisfied by Degree	
English Composition I	3	English Composition I	
English Composition II	3	English Composition II	
Elements of Effective Communication	3	Requirement Satisfied	
Intermediate Algebra	3	Requirement Satisfied	
College Algebra	4	College Algebra	
Introduction to Probability & Statistics	3	Requirement Satisfied	
Integrated Natural Sciences	4	Natural Science	
Integrated Natural Sciences: Applications	4	Natural Science w/lab	
Introduction to Humanities	3	Humanities/Fine Arts	
Introduction to Geography	3	Social Science	
Introduction to Psychology	3	Requirement Satisfied	
Critical Thinking and Logic	3	Requirement Satisfied	
Business Core	Competency Units Value	Partner Course(s) Transferred or Satisfied by Degree	
Microeconomics	3	Microeconomics	
Legal Issues for Business Organization	3	Requirement Satisfied	
Principles of Management	4	Requirement Satisfied	
Ethical Situations in Business	3	Requirement Satisfied	
Organizational Behavior & Leadership	3		
Business Fundamentals - These courses may be taken as electives within the associate degree program and transferred into WGU.	Competency Units Value	Partner Course(s) Transferred or Satisfied by Other	
Principles of Accounting	4	Financial Accounting I	
Information Systems Management	3		
Fundamentals of Marketing & Business Communication	6		
*Additional Course Transfers - Available if taken <i>as a part of, or in addition to</i> , the required courses in the associate-level degree program. A '*Yes' in column E indicates the course must be taken in addition to or beyond the standard course requirements for the associate degree.	Competency Units Value	Course Transferred	Must be taken <i>in addition</i> to degree required courses? (Y/N)
Finance	3		
Macroeconomics	3	Macroeconomics	*No
Quantitative Analysis for Business	6		
Project Management	6		
Managerial Accounting	3	Managerial Accounting	*No
Fundamentals of Business Law and Ethics	6		
Marketing Applications	3		
Global Business	3		
Introduction to Human Resource Management	3		
Non-Transferable Courses			
Sales Management: Concepts	4		
Personal Selling: Fundamental Concepts	4		
Cases in Marketing Management	3		
Sales and Sales Management Capstone Written Project	4		
Sales and Sales Management Portfolio	3		
<b>Total Competency Units Required for Baccalaureate</b>	<b>122</b>		
Transfer Totals			
General Education Competency Units Awarded:	39		
Business Core and Fundamentals Competency Units Awarded:	17		
Additional Course Transfer Credit Awarded:	6		
<b>Subtotal of Transfer Units Awarded to Student:</b>	<b>62</b>		

Value Calculation		
Total Credits Earned by Community College Degree:	60	
Total Credits Awarded by WGU:	62	
Difference	2	
*Total Additional Transfer Units Available to Student:		*Additional Course Transfers - Available if taken in addition to required courses in the associate-level degree program.
<b>Grand Total of Potential Transfer Units Available:</b>	<b>62</b>	

\*Students must select this course in order to transfer credit.