



A.A.S. Business Management to B.S. Business Administration
Lanier Technical College - Southern New Hampshire University-COCE

Students who transfer with a conferred associates degree are entitled to a 10% tuition reduction accessed through mySNHU.edu.
This guide serves as a mapping tool for students. Individual student evaluations will vary.
Please contact SNHU-COCE Academic Alliances Team for personalized guidance or questions at:
Admissions: 1.800.668.1249 | AcademicAlliances@snhu.edu

Lanier Technical College A.A.S. Business Management Course Requirements	Cr	Southern New Hampshire University-COCE B.S. Business Administration	Cr
Courses in bold are the associate degree required courses.		General Education Core Requirements	
ENGL 1101 Composition & Rhetoric	3	ENG 122 English Composition I	3
		ENG 123 English Composition II	3
Mathematical Concepts/Quantitative Reasoning 100+	3	MAT 240 Applied Statistics	3
General Education Electives	3	SNHU 107 or Free Elective for students transferring 12+ credits	3
General Education Electives	3	IDS 100 or Free Elective for students transferring 12+ credits	3
Humanities/Fine Arts	3	EFAH: Fine Arts and Humanities Elective (ENG, FAS, HUM, LIT, MUS, PHL, LAR, LAS, LFR, LSP, LAN, LMA, HUM 100, or HUM 200)	3
Fine Arts and Humanities General Education Core (FAS, HUM, MUS, LIT, or PHL)	3	EFAH: Fine Arts and Humanities Elective (ENG, FAS, HUM, LIT, MUS, PHL, LAR, LAS, LFR, LSP, LAN, LMA, HUM 100, or HUM 200)	3
		ECO 201 Microeconomics	3
		ECO 202 Macroeconomics	3
Natural Sciences/Mathematics	3	ESTM: Science/Technology/Mathematics Elective (BIO, CHM, ENV, GEO, GRA, IT, MAT, PHY, SCI, IHP 340, PHL 214, SCI 100, or SCI 200)	3
COMP 1000 Introduction to Computers	3	ESTM: Science/Technology/Mathematics Elective (BIO, CHM, ENV, GEO, GRA, IT, MAT, PHY, SCI, IHP 340, PHL 214, SCI 100, or SCI 200)	3
History Electives (HIS)	3	EHIS: History Electives (HIS, HIS 100, or HIS 200)	3
History Electives (HIS)	3	EHIS: History Electives (HIS, HIS 100, or HIS 200)	3
SNHU Course	3	Choose one (1) Seminar Course: IDS 400, IDS 401, IDS 402, IDS 403, or IDS 404	3
SNHU Business Core		30	
ACCT 1100 Financial Accounting (Recommended)	3	ACC 201 Financial Accounting	3
		ACC 202 Managerial Accounting	3
		BUS 206 Business Law I	3
		FIN 320 Principles of Finance	3
		INT 113 Introduction to International Business	3
		IT 210 Business Systems Analysis and Design	3
MGMT 1130 Business Regs/Compliance	3	MKT 113 Introduction to Marketing	3
		OL 125 Human Relations in Administration	3
		QSO 300 Operations Management	3
SNHU Course		OL 421 Strategic Management and Policy (Capstone)	3
SNHU Major Courses		15	
MGMT 1100 Principles of Management	3	OL 215 Principles of Management	3
MGMT 2115 Human Resource Management	3	3 credit(s) from subject(s): ACC, ADV, BUS, ECO, FIN, FMM, FMK, HCM, IHP, INT, MGT, MIS, MKT, OL, PAD, QSO, SPT, or TAX OL 211 Human Resource Management	3
MGMT 1120 Introduction to Business	3	3 credit(s) from subject(s): ACC, ADV, BUS, ECO, FIN, FMM, FMK, HCM, IHP, INT, MGT, MIS, MKT, OL, PAD, QSO, SPT, or TAX OL 110 Introduction to Business	3
MGMT 1105 Organizational Behavior	3	3 credit(s) from subject(s): ACC, ADV, BUS, ECO, FIN, FMM, FMK, HCM, IHP, INT, MGT, MIS, MKT, OL, PAD, QSO, SPT, or TAX within range of course numbers 300-499 OL 342 Organizational Behavior	3
MGMT 1115 Leadership	3	3 credit(s) from subject(s): ACC, ADV, BUS, ECO, FIN, FMM, FMK, HCM, IHP, INT, MGT, MIS, MKT, OL, PAD, QSO, SPT, or TAX within range of course numbers 300-499 OL 328 Leadership	3
SNHU-COCE Free Electives		33	
MGMT 1125 Business Ethics	3	Free Elective	
MGMT 2215 Team Project	3	Free Elective	
Remaining Specialization Hours	12	Free Elective	
Social/Behavioral Sciences	3	Free Elective	
MGMT 2125 Performance Management	3	Free Elective	
Lanier Technical College A.A.S. Business Management Credits	63+	SNHU-COCE B.S. Business Administration Credits	120

* Excess general education credits are transferred as free elective credit, if available.

- This guide serves as a mapping tool for students and is based upon SNHU-COCE 2018/2019 Academic Catalog at time of enrollment and this institution's equivalent academic year. Transfer equivalents earned prior or subsequent to this academic year will be evaluated on a case by case basis for transfer equivalency.
- Students must earn a grade of "C-" or better for course transfer.
- Students may transfer up to 90 credits if previous credits earned meet SNHU-COCE's degree requirements and academic standards for transfer.
- Students must take at least 30 credits (ten classes) at SNHU-COCE to be awarded a bachelor's degree.

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