

12-1 System-wide Articulation Agreement Cover Page

Instructions: The originating college (OC) must complete this cover page and attach to the system-wide articulation agreement packet before submitting to the WTCS System Office.

It is the responsibility of the originating college to review and update the agreement by the listed renewal date and submit any changes to the WTCS office. Any changes must be reviewed by the colleges who signed the original agreement.

Please submit to programs@wtcsystem.edu when complete; the System Office is responsible for collecting ISA signatures.

Title of Program: AAS, Health Information Technology

Program Number: 10-530-1

Postsecondary Partner College: Milwaukee Area Technical College

Originating College: Lakeland University

Effective Date: 01/23/2024

Renewal Date: 01/23/2029

Date of Instructional Services Meeting: _____



New

Renewal

Effective date: 1/23/2024

Renewal date: 1/23/2029

Wisconsin Technical College System	Lakeland University
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This Agreement is entered into between **Wisconsin Technical College System** (hereinafter sending institution), and **Lakeland University** (hereinafter receiving institution). The purpose of this agreement is to facilitate credit transfer and provide a smooth transition from one related degree program to another. This Agreement and any amendments and supplements, shall be interpreted pursuant to the laws of the state of the receiving institution.

The sending institution has established degrees in the following programs (hereinafter sending programs), and the receiving institution has established a Bachelor of Arts in Organizational Leadership and Development (hereinafter receiving program).

Sending Programs	→	Lakeland University Receiving Program
Chippewa Valley Technical College Health Information Management & Technology	→	Lakeland University Organizational Leadership and Development BA program
Fox Valley Technical College Health Information Technology		
Lakeshore Technical College Health Information Management	→	
Mid-State Technical College Health Information Management	→	
Milwaukee Area Technical College Health Information Technology (10-530-1)	→	
Moraine Park Technical College Health Information Technology	→	
Northeast Wisconsin Technical College Health Information Technology	→	
Northwood Technical College Health Information Technology	→	
Southwest Wisconsin Technical College Health Information Technology	→	
Waukesha County Technical College Health Information Technology	→	
Western Technical College Health Information Technology	→	

It is mutually agreed:

Admission and Graduation Requirements

- a) The receiving institution's admission and program admission requirements apply to both direct entry students and to students who transfer under this agreement.

- b) Students must fulfill the graduation requirements at both institutions.
- c) Students must complete the entire sending program and meet the receiving institution's admission requirements for the agreement to apply.

Transfer of Credits

1. Transferring as an Associate Degree Graduate:

- a. WTCS students who have successfully completed the degree referenced above appropriate to their institution and who apply for admission and meet LU’s standard admission requirements are guaranteed acceptance of up to 72 credits in transfer, and students will begin at LU with Junior Standing. WTCS students with the conferred associate degree will have no more than three remaining general education courses (nine credits) to complete for the Bachelor’s: GEN 112: Composition II Argumentation and Research, GEN 3XX: Core II: Exploring the Human Condition, and GEN 4XX: Core III: Shaping the Future. There is a 120-credit minimum required for degree conferral.
- b. Associate degree graduates from the WTCS are eligible to transfer up to 72 credits (semester hours). Applicants who have additional college-level coursework from a four-year regionally accredited institution may be eligible for additional transfer credit. Transcripts will be evaluated on a course-by-course basis to ensure the maximum acceptance of transfer credit.
- c. LU will provide all WCTC A.A.S. graduates pursuing this pathway a 20% tuition discount on all undergraduate courses.
- d. Students may be evaluated to earn up to ten credits of applicable Work Experience Credit for Prior Learning coursework, the credits of which can be applied to the bachelor’s degree.
- e. Students who have not completed the associate degree will be evaluated on an individual basis.

Implementation and Review


The Chief Academic Officers or designees of the parties to this agreement will implement the Terms of this agreement, including identifying and incorporating any changes into subsequent agreements, assuring compliance with system policy, procedure and guidelines, and conducting a periodic review of this agreement.


The sending and receiving institution shall work with students to resolve any transfer questions should changes to programs occur while the agreement is in effect.


When a student notifies the receiving institution of their intent to follow this agreement, the receiving institution will encode course waivers and substitutions.

Effective Date and Duration


This Articulation Agreement is effective on January 1, 2024 and shall remain in effect for five years unless terminated or amended by either party with 30 days prior written notice. This agreement supersedes any previous articulation agreements that were in effect for the sending and receiving programs.


Chippewa Valley Technical College	Lakeland University
Chief Academic Officer:	Chief Academic Officer: Joshua Kutney, Ph.D.
Signature:	Signature: 
Date:	Date: January 23, 2024


Fox Valley Technical College	Lakeland University
Chief Academic Officer:	Chief Academic Officer: Joshua Kutney, Ph.D.
Signature:	Signature: 
Date:	Date: January 23, 2024


Lakeshore Technical College	Lakeland University
Chief Academic Officer:	Chief Academic Officer: Joshua Kutney, Ph.D.
Signature:	Signature: 
Date:	Date: January 23, 2024


Mid-State Technical College	Lakeland University
Chief Academic Officer:	Chief Academic Officer: Joshua Kutney, Ph.D.
Signature:	Signature: 
Date:	Date: January 23, 2024


Milwaukee Area Technical College	Lakeland University
Chief Academic Officer:	Chief Academic Officer: Joshua Kutney, Ph.D.
Signature:	Signature: 
Date:	Date: January 23, 2024


Moraine Park Technical College	Lakeland University
Chief Academic Officer:	Chief Academic Officer: Joshua Kutney, Ph.D.
Signature:	Signature: 
Date:	Date: January 23, 2024

Northeast Wisconsin Technical College	Lakeland University
Chief Academic Officer:	Chief Academic Officer: Joshua Kutney, Ph.D.
Signature:	Signature: 
Date:	Date: January 23, 2024

Northwood Technical College	Lakeland University
Chief Academic Officer:	Chief Academic Officer: Joshua Kutney, Ph.D.
Signature:	Signature: 
Date:	Date: January 23, 2024

Southwest Wisconsin Technical College	Lakeland University
Chief Academic Officer:	Chief Academic Officer: Joshua Kutney, Ph.D.
Signature:	Signature: 
Date:	Date: January 23, 2024

Waukesha County Technical College	Lakeland University
Chief Academic Officer:	Chief Academic Officer: Joshua Kutney, Ph.D.
Signature:	Signature: 
Date:	Date: January 23, 2024

Western Technical College	Lakeland University
Chief Academic Officer:	Chief Academic Officer: Joshua Kutney, Ph.D.
Signature:	Signature: 
Date:	Date: January 23, 2024

ARTICULATION AGREEMENT

Appendix A

Bachelor of Arts with a major in Organizational Leadership and Development from Lakeland University

Chippewa Valley Technical College Health Information Management and Technology AAS Requirements (10-530-6)		
Course Name	Semester Credit(s)	Lakeland University
806-177 General Anatomy and Physiology	4	BIO211 Human Anatomy & Physiology I
530-182 Human Diseases for Health Professions	3	Elective Course
501-101 Medical Terminology	3	ESS135 Medical Terminology
530-107 HIMT Fundamentals	3	^BUS305 Survey of the United States Healthcare System
501-130 Healthcare IT	2	Elective Course
530-160 Healthcare Informatics	3	Elective Course
530-178 Healthcare Legal & Ethical Issues	2	Elective Course
530-184 CPT Coding	3	Elective Course
530-197 ICD Diagnosis Coding	2	Elective Course
530-199 ICD Procedure Coding	2	Elective Course
530-118 Healthcare Stats & Data Analytics	2	Elective Course
530-161 Health Quality Management	3	^BUS305 Survey of the United States Healthcare System
530-156 HIM Leadership & Management	2	Elective Course
530-151 Applied HIM Technology 1	2	Elective Course
530-192 HIMT Practicum	2	Elective Course
530-103 Medical Insurance and Billing	2	Elective Course
530-159 Healthcare Revenue Management	3	Elective Course
530-152 Applied HIM Technology 2	2	Elective Course
530-195 Applied Coding	3	Elective Course
801-136 English Composition I	3	GEN110 Composition I: Academic Writing
801-196 Oral/Interpersonal Communication	3	COM111 Fundamentals of Public Speaking
804-189 Introductory Statistics	3	MAT220 Probability and Statistics
809-198 Introduction to Psychology	3	PSY200 General Psychology
809-172 Introduction to Diversity Studies OR 809-195 Economics	3	SOC210 Majority-Minority relations OR ECN 235 Principles of Macroeconomics
Total Credits Transferring to Lakeland	63 credits	
^Both courses needed to fulfill requirement		
The following courses to be completed at Lakeland University		
	3	GEN112 Composition II: Argumentation and Research
	3	GEN3XX Core II: Exploring the Human Condition
	3	GEN4XX: Shaping the Future
	3	BUS301 Management Information Systems
	3	BUS330 Management Principles
	3	BUS493 Leadership and Followership
	3	MKT350 Marketing Principles
		Completion of one (1) Track (9 credits)
		Communication and Team Dynamics
	3	BUS282 Industrial/Organizational Psychology
	3	COM310 Leadership Communication
	3	COM235 Communication, Conflict & Negotiation
	OR	Teaching & Training
	3	EDU140 Introduction to Educational Technology
	3	EDU414 Curriculum and Classroom Dynamics
	3	EDU230 Educational Psychology
	OR	Business, Finance & Economics
	3	ACC210 Financial Accounting Principles
	3	BUS410 Business Law I
	3	ECN230 Principles of Microeconomics
		Completion of one (1) Area of Emphasis (9-10 credits)
		Recommended: Healthcare Management

	3	BUS308 Healthcare Financial Management
	3	BUS309 Healthcare Economics
	3	BUS422 Healthcare Law and Ethics
	4	EXP100 Professional Protocol (1cr) AND BUS413 Internship in Healthcare Management (3 cr)
	OR	Recommended: Student Designed
	12	Students may propose a twelve (12) credit emphasis in an area of academic interest that complements their major. Students may fulfill the emphasis requirement by completing current courses offered by Lakeland University that are relevant to the area of interest. This emphasis plan must be approved in advance by the student's academic advisor. Up to 6 credits of Experiential Learning may be used to fulfill the Student Designed Emphasis. Cooperative Education courses may not be used to satisfy the requirement of this emphasis.
	OR	Other Emphases Available
	12-13	Business Economics
	12	Communication
	23-27	Cooperative Education
	12-13	Digital Marketing
	14-15	Entrepreneurship
	12-13 c	Finance
	15	Forensic Fraud
	15-16	Graphic Design
	12-14	Hospitality Management
	12-13	Human Resource Management
	15-16	Insurance
	15-16	International Business
	9-10	Management
	15-16	Marketing
	12-13	Nonprofit Management
	15-16	Retail Management
	12-13	Sales Management
	15-16	Sport Management
	13-14	Sustainability
		Lakeland University credit minimum: 57
		Total minimum required for graduation: 120

Bachelor of Arts with a major in Organizational Leadership and Development from Lakeland University

Fox Valley Technical College Health Information Technology AAS Requirements (10-530-1)		
Course Name	Semester Credit(s)	Lakeland University
10-806-189 Basic Anatomy	3	Elective
10-530-182 Human Disease for the Health Professions	3	Elective
10-501-101 Medical Terminology	3	ESS135 Medical Terminology
10-530-162 Foundations of HIM	3	BUS305 Survey of the United States Healthcare System
10-530-164 Introduction to Health Informatics	3	Elective
10-530-178 Healthcare Law and Ethics	2	Elective
10-530-184 CPT Coding	3	Elective
10-530-197 ICD Diagnosis Coding	3	Elective
10-530-199 ICD Procedure Coding	2	Elective
10-530-163 Healthcare Stats & Analytics	3	Elective
10-530-161 Health Quality Management	3	Elective
10-530-167 Management of HIM Resources	3	BUS330 Management Principles
10-530-196 Professional Practice	3	Elective
10-501-107 Digital Literacy for Healthcare	2	Elective
10-530-159 Healthcare Revenue Management	3	Elective
10-530-165 Intermediate Coding	3	Elective
10-530-166 Health Information Technology Capstone	1	Elective
10-801-195 Written Communication	3	GEN110 Composition I: Academic Writing
10-801-196 Oral/Interpersonal Communication	3	COM111 Fundamentals of Public Speaking
10-804-135 Quantitative Reasoning	3	MAT120 Quantitative Reasoning
10-809-198 Introduction to Psychology	3	PSY200 General Psychology
10-809-195 Economics	3	ECN235 Principles of Macroeconomics
Total Credits Transferring to Lakeland University	61 credits	
The following courses to be completed at Lakeland University		
	3	GEN112 Composition II: Argumentation and Research
	3	GEN3XX Core II: Exploring the Human Condition
	3	GEN4XX: Shaping the Future
	3	BUS301 Management Information Systems
	3	BUS493 Leadership and Followership
	3	MKT350 Marketing Principles
		Completion of one (1) Track (9 credits)
		Communication and Team Dynamics
	3	BUS282 Industrial/Organizational Psychology
	3	COM310 Leadership Communication
	3	COM235 Communication, Conflict & Negotiation
	OR	Teaching & Training
	3	EDU140 Introduction to Educational Technology
	3	EDU414 Curriculum and Classroom Dynamics
	3	EDU230 Educational Psychology
	OR	Business, Finance & Economics
	3	ACC210 Financial Accounting Principles
	3	BUS410 Business Law I
	3	ECN230 Principles of Microeconomics
		Completion of one (1) Area of Emphasis (9-10 credits)
		Recommended: Healthcare Management
	3	BUS308 Healthcare Financial Management
	3	BUS309 Healthcare Economics
	3	BUS422 Healthcare Law and Ethics
	4	EXP100 Professional Protocol (1cr) AND BUS413 Internship in Healthcare Management (3 cr)
	OR	Recommended: Student Designed
	12	Students may propose a twelve (12) credit emphasis in an area of academic interest that complements their major. Students may fulfill the emphasis requirement by completing current

		courses offered by Lakeland University that are relevant to the area of interest. This emphasis plan must be approved in advance by the student's academic advisor. Up to 6 credits of Experiential Learning may be used to fulfill the Student Designed Emphasis. Cooperative Education courses may not be used to satisfy the requirement of this emphasis.
	OR	Other Emphases Available
	12-13	Business Economics
	12	Communication
	23-27	Cooperative Education
	12-13	Digital Marketing
	14-15	Entrepreneurship
	12-13 c	Finance
	15	Forensic Fraud
	15-16	Graphic Design
	12-14	Hospitality Management
	12-13	Human Resource Management
	15-16	Insurance
	15-16	International Business
	9-10	Management
	15-16	Marketing
	12-13	Nonprofit Management
	15-16	Retail Management
	12-13	Sales Management
	15-16	Sport Management
	13-14	Sustainability
		Lakeland University credit minimum: 59
		Total minimum required for graduation: 120

Bachelor of Arts with a major in Organizational Leadership and Development from Lakeland University

Lakeshore Technical College Health Information Management AAS Requirements (10-530-4)		
Course Name	Semester Credit(s)	Lakeland University
10806189 Basic Anatomy OR 10806177 General Anatomy & Physiology	3-4	Elective Course OR BIO211 Human Anatomy & Physiology I
10530182 Human Diseases for Health Professions	3	Elective Course
10501115,10501116,10501117 Medical Terminology: Parts 1- 3	3	ESS135 Medical Terminology
10530141 Introduction to the Healthcare System	1	^BUS305 Survey of the United States Healthcare System
10530142 Introduction to the Medical Record	1	Elective Course
10530143 Medical Record Processes	1	Elective Course
10-530-164 Introduction to Health Informatics	3	Elective Course
10-530-178 Healthcare Law and Ethics	2	Elective Course
10530133,10530134,10530135 ICD Diagnosis Coding: Parts 1-3	3	Elective Course
10530130, 10530131, 10530132 CPT Coding: Parts 1-3	3	Elective Course
10530136 Introduction to PCS Coding	1	Elective Course
10530137 Application of PCS Coding	1	Elective Course
10530193 Healthcare Quality Management	2	^BUS305 Survey of the United States Healthcare System
10530177 Healthcare Stats & Research	2	Elective Course
10530194 HIM Organizational Resources	2	Elective Course
10530192 HIM Practicum 2	2	Elective Course
10103121 Excel and 10103101 Access	2	Elective Course
10501107 Digital Literacy for Healthcare	2	Elective Course
10530138, 10530139, & 10530140 Healthcare Revenue Mgmt	3	Elective Course
10530144 3M Coding System	1	Elective Course
10530145 Find a Code Coding System	1	Elective Course
10530146 Nuance Coding System	1	Elective Course
10530147 and 10530148 HIM/Coding Practicum: Parts 1 - 2	2	Elective Course
10103191 Word	1	Elective Course
10801195 Written Communication	3	GEN110 Composition I: Academic Writing
10801196 Oral/Interpersonal Communication	3	COM111 Fundamentals of Public Speaking
10809196 Introduction to Sociology	3	SOC100 Introduction to Sociology
10809198 Introduction to Psychology	3	PSY200 General Psychology
10809172 Introduction to Diversity Studies	3	SOC210 Majority-Minority Relations
Total Credits Transferring to Lakeland University	61 credits	
^Both courses needed to fulfill requirement		
The following courses to be completed at Lakeland University		
	3	GEN112 Composition II: Argumentation and Research
	3	GEN3XX Core II: Exploring the Human Condition
	3	GEN4XX: Shaping the Future
	3	BUS301 Management Information Systems
	3	BUS330 Management Principles
	3	BUS493 Leadership and Followership
	3	MKT350 Marketing Principles
		Completion of one (1) Track (9 credits)
		Communication and Team Dynamics
	3	BUS282 Industrial/Organizational Psychology
	3	COM310 Leadership Communication
	3	COM235 Communication, Conflict & Negotiation
	OR	Teaching & Training
	3	EDU140 Introduction to Educational Technology
	3	EDU414 Curriculum and Classroom Dynamics
	3	EDU230 Educational Psychology
	OR	Business, Finance & Economics
	3	ACC210 Financial Accounting Principles
	3	BUS410 Business Law I
	3	ECN230 Principles of Microeconomics
		Completion of one (1) Area of Emphasis (9-10 credits)
		Recommended: Healthcare Management
	3	BUS308 Healthcare Financial Management
	3	BUS309 Healthcare Economics
	3	BUS422 Healthcare Law and Ethics

	4	EXP100 Professional Protocol (1cr) AND BUS413 Internship in Healthcare Management (3 cr)
	OR	Recommended: Student Designed
	12	Students may propose a twelve (12) credit emphasis in an area of academic interest that complements their major. Students may fulfill the emphasis requirement by completing current courses offered by Lakeland University that are relevant to the area of interest. This emphasis plan must be approved in advance by the student's academic advisor. Up to 6 credits of Experiential Learning may be used to fulfill the Student Designed Emphasis. Cooperative Education courses may not be used to satisfy the requirement of this emphasis.
	OR	Other Emphases Available
	12-13	Business Economics
	12	Communication
	23-27	Cooperative Education
	12-13	Digital Marketing
	14-15	Entrepreneurship
	12-13 c	Finance
	15	Forensic Fraud
	15-16	Graphic Design
	12-14	Hospitality Management
	12-13	Human Resource Management
	15-16	Insurance
	15-16	International Business
	9-10	Management
	15-16	Marketing
	12-13	Nonprofit Management
	15-16	Retail Management
	12-13	Sales Management
	15-16	Sport Management
	13-14	Sustainability
		Lakeland University credit minimum: 59
		Total minimum required for graduation: 120

Bachelor of Arts with a major in Organizational Leadership and Development from Lakeland University

Mid-State Technical College Health Information Management AAS Requirements (10-530-4)		
Course Name	Semester Credit(s)	Lakeland University
10806189 Basic Anatomy or 10806177 General Anatomy & Physiology	3-4	Elective Course OR BIO 211 Human Anatomy & Physiology I
10530117 Human Disease for the Health Professions	3	Elective Course
10530125 Organization of Healthcare	2	^BUS305 Survey of the United States Healthcare System
10501101 Medical Terminology	3	ESS135 Medical Terminology
10530123 Introduction to Digital Information in Healthcare	3	Elective Course
10530112 Legal Aspects of HIM	2	Elective Course
10530144 CPT Coding	3	Elective Course
10530197 ICD Diagnosis Coding	3	Elective Course
10530115 Inpatient Procedure Coding	3	Elective Course
10530160 Performance Improvement for Health Professions	3	^BUS305 Survey of the United States Healthcare System
10530132 Health Data Analysis	3	Elective Course
105301116 Management of Health Information Services	3	Elective Course
105301114 Health Information Practicum	1	Elective Course
10103106 Microsoft Office	3	Elective Course
10103124 Excel Intermediate	1	Elective Course
10530146 Private and Government Reimbursement	3	Elective Course
10530147 HIM Advanced Coding	3	Elective Course
10530113 RHIT Test Prep	1	Elective Course
10804189 Introductory Statistics	3	MAT220 Probability & Statistics
10801136 English Composition I	3	GEN110 Composition I: Academic Writing
10801196 Oral/Interpersonal Communication	3	COM111 Fundamentals of Public Speaking
10809198 Introduction to Psychology OR 10809188 Developmental Psychology	3	PSY200 General Psychology OR PSY330 Human Growth & Development
10809172 Introduction to Diversity OR 10809196 Introduction to Sociology	3	SOC210 Majority-Minority Relations OR SOC100 Introduction to Sociology
Total Credits Transferring to Lakeland University	61-62 credits	
^Both courses needed to fulfill requirement		
The following courses to be completed at Lakeland University		
	3	GEN112 Composition II: Argumentation and Research
	3	GEN3XX Core II: Exploring the Human Condition
	3	GEN4XX: Shaping the Future
	3	BUS301 Management Information Systems
	3	BUS330 Management Principles
	3	BUS493 Leadership and Followership
	3	MKT350 Marketing Principles
		Completion of one (1) Track (9 credits)
		Communication and Team Dynamics
	3	BUS282 Industrial/Organizational Psychology
	3	COM310 Leadership Communication
	3	COM235 Communication, Conflict & Negotiation
	OR	Teaching & Training
	3	EDU140 Introduction to Educational Technology
	3	EDU414 Curriculum and Classroom Dynamics
	3	EDU230 Educational Psychology
	OR	Business, Finance & Economics
	3	ACC210 Financial Accounting Principles
	3	BUS410 Business Law I
	3	ECN230 Principles of Microeconomics
		Completion of one (1) Area of Emphasis (9-10 credits)
		Recommended: Healthcare Management
	3	BUS308 Healthcare Financial Management
	3	BUS309 Healthcare Economics
	3	BUS422 Healthcare Law and Ethics

	4	EXP100 Professional Protocol (1cr) AND BUS413 Internship in Healthcare Management (3 cr)
	OR	Recommended: Student Designed
	12	Students may propose a twelve (12) credit emphasis in an area of academic interest that complements their major. Students may fulfill the emphasis requirement by completing current courses offered by Lakeland University that are relevant to the area of interest. This emphasis plan must be approved in advance by the student's academic advisor. Up to 6 credits of Experiential Learning may be used to fulfill the Student Designed Emphasis. Cooperative Education courses may not be used to satisfy the requirement of this emphasis.
	OR	Other Emphases Available
	12-13	Business Economics
	12	Communication
	23-27	Cooperative Education
	12-13	Digital Marketing
	14-15	Entrepreneurship
	12-13 c	Finance
	15	Forensic Fraud
	15-16	Graphic Design
	12-14	Hospitality Management
	12-13	Human Resource Management
	15-16	Insurance
	15-16	International Business
	9-10	Management
	15-16	Marketing
	12-13	Nonprofit Management
	15-16	Retail Management
	12-13	Sales Management
	15-16	Sport Management
	13-14	Sustainability
		Lakeland University credit minimum: 58-59
		Total minimum required for graduation: 120

Bachelor of Arts with a major in Organizational Leadership and Development from Lakeland University

Milwaukee Area Technical College Health Information Technology AAS Requirements (10-530-1)		
Course Name	Semester Credit(s)	Lakeland University
BIOSCI-189 Basic Anatomy or BIOSC-177 General Anatomy & Physiology or BIOSCI-201 and BIOSCI-202 Anatomy and Physiology 1 & 2	3-8	Elective Course OR BIO211 Human Anatomy & Physiology OR BIO 211 Human Anatomy & Physiology AND BIO212 Human Anatomy & Physiology II
HIT-182 Human Disease for the Health Professions	3	Elective Course
MATH-189 Introductory Statistics or MATH-260 Basic Statistics	3	MAT220 Probably & Statistics
HEALTH-101 Medical Terminology	3	ESS135 Medical Terminology
HIT-162 Foundations of HIM	3	BUS305 Survey of the United States Healthcare System
HIT-164 Introduction to Health Informatics	3	Elective Course
HIT-178 Healthcare Law and Ethics	2	Elective Course
HIT-184 CPT Coding	3	Elective Course
HIT-197 ICD Diagnosis Coding	3	Elective Course
HIT-199 ICD Procedure Coding	2	Elective Course
HIT-163 Healthcare Stats and Analytics	3	Elective Course
HIT-161 Health Quality Management	3	Elective Course
HIT-167 Management of HIM Resources	3	BUS330 Management Principles
HIT-196 Professional Practice	3	Elective Course
HEALTH-107 Digital Literacy for Healthcare	2	Elective Course
HEALTH-104 Culture of Healthcare	2	Elective Course
HIT-159 Healthcare Revenue Management	3	Elective Course
HIT-165 Intermediate Coding	3	Elective Course
HIT-166 HIT Capstone	1	Elective Course
ENG-201 English 1	3	GEN110 Composition I: Academic Writing
ENG-197 Technical Reporting or 200-level ENG or SPEECH course	3	WRT335 Technical Writing OR Equivalent OR elective depending on course selection
PSYCH-188 Developmental Psychology	3	PSY330 Human Growth & Development
SOCSCI-172 Introduction to Diversity Studies or 200 level SOCSCI course	3	SOC210 Majority-Minority Relations OR Equivalent OR elective depending on course selection
Total Credits Transferring to Lakeland University	63-68 credits	
The following courses to be completed at Lakeland University		
	3	GEN112 Composition II: Argumentation and Research
	3	GEN3XX Core II: Exploring the Human Condition
	3	GEN4XX: Shaping the Future
	3	BUS301 Management Information Systems
	3	BUS493 Leadership and Followership
	3	MKT350 Marketing Principles
		Completion of one (1) Track (9 credits)
		Communication and Team Dynamics
	3	BUS282 Industrial/Organizational Psychology
	3	COM310 Leadership Communication
	3	COM235 Communication, Conflict & Negotiation
	OR	Teaching & Training
	3	EDU140 Introduction to Educational Technology
	3	EDU414 Curriculum and Classroom Dynamics
	3	EDU230 Educational Psychology
	OR	Business, Finance & Economics
	3	ACC210 Financial Accounting Principles
	3	BUS410 Business Law I
	3	ECN230 Principles of Microeconomics
		Completion of one (1) Area of Emphasis (9-10 credits)
		Recommended: Healthcare Management
	3	BUS308 Healthcare Financial Management
	3	BUS309 Healthcare Economics
	3	BUS422 Healthcare Law and Ethics
	4	EXP100 Professional Protocol (1cr) AND BUS413 Internship in Healthcare Management (3 cr)
	OR	Recommended: Student Designed
	12	Students may propose a twelve (12) credit emphasis in an area of academic interest that complements their major. Students

		may fulfill the emphasis requirement by completing current courses offered by Lakeland University that are relevant to the area of interest. This emphasis plan must be approved in advance by the student's academic advisor. Up to 6 credits of Experiential Learning may be used to fulfill the Student Designed Emphasis. Cooperative Education courses may not be used to satisfy the requirement of this emphasis.
	OR	Other Emphases Available
	12-13	Business Economics
	12	Communication
	23-27	Cooperative Education
	12-13	Digital Marketing
	14-15	Entrepreneurship
	12-13 c	Finance
	15	Forensic Fraud
	15-16	Graphic Design
	12-14	Hospitality Management
	12-13	Human Resource Management
	15-16	Insurance
	15-16	International Business
	9-10	Management
	15-16	Marketing
	12-13	Nonprofit Management
	15-16	Retail Management
	12-13	Sales Management
	15-16	Sport Management
	13-14	Sustainability
		Lakeland University credit minimum: 52-57
		Total minimum required for graduation: 120

Bachelor of Arts with a major in Organizational Leadership and Development from Lakeland University

Moraine Park Technical College Health Information Technology AAS Requirements (10-530-1)		
Course Name	Semester Credit(s)	Lakeland University
806-189 Basic Anatomy or 806-177 General Anatomy and Physiology	3-4	Elective Course OR BIO211 Human Anatomy & Physiology I
530-182 Human Diseases for the Health Professions	3	Elective Course
501-101 Medical Terminology.	3	ESS135 Medical Terminology
530-162 Foundations of HIM	3	BUS305 Survey of the United State Healthcare System
530-164 Introduction to Health Informatics	3	Elective Course
530-178 Healthcare Law and Ethics	2	Elective Course
530-184 CPT Coding	3	Elective Course
530-197 ICD Diagnosis Coding	3	Elective Course
530-199 ICD Procedure Coding	2	Elective Course
530-161 Health Quality Management	3	Elective Course
530-163 Healthcare Stats and Analytics	3	Elective Course
530-167 Management of HIM Resources	3	BUS330 Management Principles
530-196 Professional Practice.	3	Elective Course
501-107 Digital Literacy for Healthcare	2	Elective Course
530-166 HIT Capstone	1	Elective Course
530-159 Healthcare Revenue Management	3	Elective Course
530-165 Intermediate Coding	3	Elective Course
890-101 College 101	2	GEN103 College Success Seminar
801-136 English Composition I	3	GEN110 Composition I: Academic Writing
801-196 Oral and Interpersonal Communication	3	COM111 Speech
804-189 Introductory Statistics	3	MAT220 Probability & Statistics
Social Science course: Students are encouraged to complete 809-166 Introduction to Ethics: Theory and Application	3	PHI232 Ethics
Behavioral Science Course: 809-188 Developmental Psychology 809-198 Introduction to Psychology 809-199 Psychology of Human Relations 809-231 General Psychology 809-233 Developmental Psychology	3	PSY330 Human Growth & Development PSY200 General Psychology A psychology general studies course PSY200 General Psychology PSY330 Human Growth & Development
Total Credits Transferring to Lakeland University	63-64 credits	
The following courses to be completed at Lakeland University		
	3	GEN112 Composition II: Argumentation and Research
	3	GEN3XX Core II: Exploring the Human Condition
	3	GEN4XX: Shaping the Future
	3	BUS301 Management Information Systems
	3	BUS493 Leadership and Followership
	3	MKT350 Marketing Principles
		Completion of one (1) Track (9 credits)
		Communication and Team Dynamics
	3	BUS282 Industrial/Organizational Psychology
	3	COM310 Leadership Communication
	3	COM235 Communication, Conflict & Negotiation
	OR	Teaching & Training
	3	EDU140 Introduction to Educational Technology
	3	EDU414 Curriculum and Classroom Dynamics
	3	EDU230 Educational Psychology
	OR	Business, Finance & Economics
	3	ACC210 Financial Accounting Principles
	3	BUS410 Business Law I
	3	ECN230 Principles of Microeconomics
		Completion of one (1) Area of Emphasis (9-10 credits)
		Recommended: Healthcare Management
	3	BUS308 Healthcare Financial Management
	3	BUS309 Healthcare Economics
	3	BUS422 Healthcare Law and Ethics
	4	EXP100 Professional Protocol (1cr) AND BUS413 Internship in Healthcare Management (3 cr)
	OR	Recommended: Student Designed

	12	Students may propose a twelve (12) credit emphasis in an area of academic interest that complements their major. Students may fulfill the emphasis requirement by completing current courses offered by Lakeland University that are relevant to the area of interest. This emphasis plan must be approved in advance by the student's academic advisor. Up to 6 credits of Experiential Learning may be used to fulfill the Student Designed Emphasis. Cooperative Education courses may not be used to satisfy the requirement of this emphasis.
	OR	Other Emphases Available
	12-13	Business Economics
	12	Communication
	23-27	Cooperative Education
	12-13	Digital Marketing
	14-15	Entrepreneurship
	12-13 c	Finance
	15	Forensic Fraud
	15-16	Graphic Design
	12-14	Hospitality Management
	12-13	Human Resource Management
	15-16	Insurance
	15-16	International Business
	9-10	Management
	15-16	Marketing
	12-13	Nonprofit Management
	15-16	Retail Management
	12-13	Sales Management
	15-16	Sport Management
	13-14	Sustainability
		Lakeland University credit minimum: 56-57
		Total minimum required for graduation: 120

Bachelor of Arts with a major in Organizational Leadership and Development from Lakeland University

Northeast Wisconsin Technical College Health Information Technology AAS Requirements (10-530-1)		
Course Name	Semester Credit(s)	Lakeland University
10806189 Basic Anatomy.	3	Elective Course
10530182 Human Diseases for Health Professions	3	Elective Course
10501101 Medical Terminology	3	ESS135 Medical Terminology
10530162 Foundations of HIM	3	BUS305 Survey of the United State Healthcare System
10530164 Introduction to Health Informatics	3	Elective Course
10530178 Healthcare Law & Ethics	2	Elective Course
10530184 CPT Coding	3	Elective Course
10530197 ICD Diagnosis Coding	3	Elective Course
10530199 ICD Procedure Coding	2	Elective Course
10530161 Health Quality Management	3	Elective Course
10530163 Healthcare Statistics and Analytics	3	Elective Course
10530167 Manage HIM Resources	3	BUS330 Management Principles
10530196 Professional Practice	3	Elective Course
10530159 Healthcare Revenue Management	3	Elective Course
10890101 College 101	1	GEN103 College Success Seminar
10501107 Digital Literacy Healthcare	2	Elective Course
10530165 Intermediate Coding	3	Elective Course
10530166 HIT Capstone	1	Elective Course
10801136 English Composition I	3	GEN110 Composition I: Academic Writing
10801196 Oral/Interpersonal Communication	3	COM111 Speech
10804135 Quantitative Reasoning	3	MAT120 Quantitative Reasoning
10809198 Introduction to Psychology	3	PSY200 General Psychology
10809172 Introduction to Diversity Studies	3	SOC210 Majority-Minority Relations
Total Credits Transferring to Lakeland University	62 credits	
The following courses to be completed at Lakeland University		
	3	GEN112 Composition II: Argumentation and Research
	3	GEN3XX Core II: Exploring the Human Condition
	3	GEN4XX: Shaping the Future
	3	BUS301 Management Information Systems
	3	BUS493 Leadership and Followership
	3	MKT350 Marketing Principles
		Completion of one (1) Track (9 credits)
		Communication and Team Dynamics
	3	BUS282 Industrial/Organizational Psychology
	3	COM310 Leadership Communication
	3	COM235 Communication, Conflict & Negotiation
	OR	Teaching & Training
	3	EDU140 Introduction to Educational Technology
	3	EDU414 Curriculum and Classroom Dynamics
	3	EDU230 Educational Psychology
	OR	Business, Finance & Economics
	3	ACC210 Financial Accounting Principles
	3	BUS410 Business Law I
	3	ECN230 Principles of Microeconomics
		Completion of one (1) Area of Emphasis (9-10 credits)
		Recommended: Healthcare Management
	3	BUS308 Healthcare Financial Management
	3	BUS309 Healthcare Economics
	3	BUS422 Healthcare Law and Ethics
	4	EXP100 Professional Protocol (1cr) AND BUS413 Internship in Healthcare Management (3 cr)
	OR	Recommended: Student Designed
	12	Students may propose a twelve (12) credit emphasis in an area of academic interest that complements their major. Students may fulfill the emphasis requirement by completing current

		courses offered by Lakeland University that are relevant to the area of interest. This emphasis plan must be approved in advance by the student's academic advisor. Up to 6 credits of Experiential Learning may be used to fulfill the Student Designed Emphasis. Cooperative Education courses may not be used to satisfy the requirement of this emphasis.
	OR	Other Emphases Available
	12-13	Business Economics
	12	Communication
	23-27	Cooperative Education
	12-13	Digital Marketing
	14-15	Entrepreneurship
	12-13 c	Finance
	15	Forensic Fraud
	15-16	Graphic Design
	12-14	Hospitality Management
	12-13	Human Resource Management
	15-16	Insurance
	15-16	International Business
	9-10	Management
	15-16	Marketing
	12-13	Nonprofit Management
	15-16	Retail Management
	12-13	Sales Management
	15-16	Sport Management
	13-14	Sustainability
		Lakeland University credit minimum: 58
		Total minimum required for graduation: 120

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Northwood Technical College Health Information Technology AAS Requirements (10-530-1)		
Course Name	Semester Credit(s)	Lakeland University
10530182 Human Disease for the Health Professions	3	Elective Course
10501101 Medical Terminology	3	ESS135 Medical Terminology
10530162 Foundations of HIM	3	BUS305 Survey of the United State Healthcare System
10530164 Introduction to Healthcare Informatics	3	Elective Course
10530178 Healthcare Law and Ethics	2	Elective Course
10530184 CPT Coding	3	Elective Course
10530197 ICD Diagnosis Coding	3	Elective Course
10530199 ICD Procedure Coding	2	Elective Course
10530163 Healthcare Stats and Analytics	3	Elective Course
10530161 Health Quality Management	3	Elective Course
10530167 Management of HIM Resources	3	BUS330 Management Principles
10530196 Professional Practice	3	Elective Course
10530165 Intermediate Coding	3	Elective Course
10501107 Digital Literacy for Healthcare	2	Elective Course
10530159 Healthcare Revenue Management	3	Elective Course
10530166 HIT Capstone	1	Elective Course
10801136 English Composition I	3	GEN110 Composition I: Academic Writing
10801196 Oral/Interpersonal Communication	3	COM111 Speech
10804189 Introductory Statistics	3	MAT220 Probability & Statistics
10806177 General Anatomy and Physiology	4	BIO211 Human Anatomy & Physiology I
10809198 Introduction to Psychology	3	PSY200 General Psychology
10809172 Introduction to Diversity Studies	3	SOC210 Majority-Minority Relations
Total Credits Transferring to Lakeland University	62 credits	
The following courses to be completed at Lakeland University		
	3	GEN112 Composition II: Argumentation and Research
	3	GEN3XX Core II: Exploring the Human Condition
	3	GEN4XX: Shaping the Future
	3	BUS301 Management Information Systems
	3	BUS493 Leadership and Followership
	3	MKT350 Marketing Principles
		Completion of one (1) Track (9 credits)
		Communication and Team Dynamics
	3	BUS282 Industrial/Organizational Psychology
	3	COM310 Leadership Communication
	3	COM235 Communication, Conflict & Negotiation
	OR	Teaching & Training
	3	EDU140 Introduction to Educational Technology
	3	EDU414 Curriculum and Classroom Dynamics
	3	EDU230 Educational Psychology
	OR	Business, Finance & Economics
	3	ACC210 Financial Accounting Principles
	3	BUS410 Business Law I
	3	ECN230 Principles of Microeconomics
		Completion of one (1) Area of Emphasis (9-10 credits)
		Recommended: Healthcare Management
	3	BUS308 Healthcare Financial Management
	3	BUS309 Healthcare Economics
	3	BUS422 Healthcare Law and Ethics
	4	EXP100 Professional Protocol (1cr) AND BUS413 Internship in Healthcare Management (3 cr)
	OR	Recommended: Student Designed
	12	Students may propose a twelve (12) credit emphasis in an area of academic interest that complements their major. Students may fulfill the emphasis requirement by completing current

		courses offered by Lakeland University that are relevant to the area of interest. This emphasis plan must be approved in advance by the student's academic advisor. Up to 6 credits of Experiential Learning may be used to fulfill the Student Designed Emphasis. Cooperative Education courses may not be used to satisfy the requirement of this emphasis.
	OR	Other Emphases Available
	12-13	Business Economics
	12	Communication
	23-27	Cooperative Education
	12-13	Digital Marketing
	14-15	Entrepreneurship
	12-13 c	Finance
	15	Forensic Fraud
	15-16	Graphic Design
	12-14	Hospitality Management
	12-13	Human Resource Management
	15-16	Insurance
	15-16	International Business
	9-10	Management
	15-16	Marketing
	12-13	Nonprofit Management
	15-16	Retail Management
	12-13	Sales Management
	15-16	Sport Management
	13-14	Sustainability
		Lakeland University credit minimum: 58
		Total minimum required for graduation: 120

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Southwest Wisconsin Technical College Health Information Technology AAS Requirements (10-530-1)		
Course Name	Semester Credit(s)	Lakeland University
10-806-189 Basic Anatomy or 10-806-177 General Anatomy and Physiology	3-4	Elective Course OR BIO211 Human Anatomy & Physiology
10-530-182 Human Disease for the Health Professions	3	Elective Course
10-501-101 Medical Terminology	3	ESS135 Medical Terminology
10-530-162 Foundations of HIM	3	BUS305 Survey of the United State Healthcare System
10-530-164 Introduction to Health Informatics	3	Elective Course
10-530-178 Healthcare Law and Ethics	2	Elective Course
10-530-184 CPT Coding	3	Elective Course
10-530-197 ICD Diagnosis Coding	3	Elective Course
10-530-199 ICD Procedure Coding	2	Elective Course
10-530-163 Healthcare Stats and Analytics	3	Elective Course
10-530-161 Health Quality Management	3	Elective Course
10-530-167 Management of HIM Resources	3	BUS330 Management Principles
105-30-196 Professional Practice	3	Elective Course
10-501-107 Digital Literacy for Healthcare	2	Elective Course
10-530-159 Health Revenue Management	3	Elective Course
10-530-165 Intermediate Coding	3	Elective Course
10-530-166 HIT Capstone	1	Elective Course
10-801-195 Written Communication	3	GEN110 Composition I: Academic Writing
10-801-196 Oral/Interpersonal Communication	3	COM111 Speech
10-804-189 Introductory Statistics	3	MAT220 Probability & Statistics
10-809-198 Introduction to Psychology	3	PSY200 General Psychology
10-809-172 Introduction to Diversity Studies	3	SOC210 Majority-Minority Relations
Total Credits Transferring to Lakeland University	61-62 credits	
The following courses to be completed at Lakeland University		
	3	GEN112 Composition II: Argumentation and Research
	3	GEN3XX Core II: Exploring the Human Condition
	3	GEN4XX: Shaping the Future
	3	BUS301 Management Information Systems
	3	BUS493 Leadership and Followership
	3	MKT350 Marketing Principles
		Completion of one (1) Track (9 credits)
		Communication and Team Dynamics
	3	BUS282 Industrial/Organizational Psychology
	3	COM310 Leadership Communication
	3	COM235 Communication, Conflict & Negotiation
	OR	Teaching & Training
	3	EDU140 Introduction to Educational Technology
	3	EDU414 Curriculum and Classroom Dynamics
	3	EDU230 Educational Psychology
	OR	Business, Finance & Economics
	3	ACC210 Financial Accounting Principles
	3	BUS410 Business Law I
	3	ECN230 Principles of Microeconomics
		Completion of one (1) Area of Emphasis (9-10 credits)
		Recommended: Healthcare Management
	3	BUS308 Healthcare Financial Management
	3	BUS309 Healthcare Economics
	3	BUS422 Healthcare Law and Ethics
	4	EXP100 Professional Protocol (1cr) AND BUS413 Internship in Healthcare Management (3 cr)
	OR	Recommended: Student Designed
	12	Students may propose a twelve (12) credit emphasis in an area of academic interest that complements their major. Students

		may fulfill the emphasis requirement by completing current courses offered by Lakeland University that are relevant to the area of interest. This emphasis plan must be approved in advance by the student's academic advisor. Up to 6 credits of Experiential Learning may be used to fulfill the Student Designed Emphasis. Cooperative Education courses may not be used to satisfy the requirement of this emphasis.
	OR	Other Emphases Available
	12-13	Business Economics
	12	Communication
	23-27	Cooperative Education
	12-13	Digital Marketing
	14-15	Entrepreneurship
	12-13 c	Finance
	15	Forensic Fraud
	15-16	Graphic Design
	12-14	Hospitality Management
	12-13	Human Resource Management
	15-16	Insurance
	15-16	International Business
	9-10	Management
	15-16	Marketing
	12-13	Nonprofit Management
	15-16	Retail Management
	12-13	Sales Management
	15-16	Sport Management
	13-14	Sustainability
		Lakeland University credit minimum: 58-59
		Total minimum required for graduation: 120

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Waukesha County Technical College Health Information Technology AAS Requirements (10-530-1)		
Course Name	Semester Credit(s)	Lakeland University
530-182 Human Diseases for the Health Professions	3	Elective Course
501-101 Medical Terminology or 501-301 Medical Terminology	3	ESS135 Medical Terminology
530-162 Foundations of HIM	3	BUS305 Survey of the United State Healthcare System
530-164 Introduction to Health Informatics	3	Elective Course
530-178 Healthcare Law and Ethics	2	Elective Course
530-184 CPT Coding	3	Elective Course
530-197 ICD Diagnosis Coding	3	Elective Course
530-199 ICD Procedure Coding	2	Elective Course
530-161 Health Quality Management	3	Elective Course
530-163 Healthcare Stats and Analytics	3	Elective Course
530-167 Management of HIM Resources	3	BUS330 Management Principles
530-196 Professional Practice.	3	Elective Course
501-107 Digital Literacy for Healthcare or 501-307 Digital Literacy	2	Elective Course
530-166 HIT Capstone	1	Elective Course
530-159 Healthcare Revenue Management	3	Elective Course
530-165 Intermediate Coding	3	Elective Course
801-136 English Composition I	3	GEN110 Composition I: Academic Writing
801-196 Oral/Interpersonal Communication	3	COM111 Speech
801-197 Technical Reporting	3	WRT335 Technical Writing
804-189 Introductory Statistics	3	MAT220 Probability & Statistics
806-189 Basic Anatomy or 806-177 General Anatomy and Physiology	3-4	Elective Course OR BIO211 Human Anatomy & Physiology
809-198 Introduction to Psychology or 809-199 Psychology of Human Relations	3	PSY200 General Psychology OR A psychology general studies course
809-172 Introduction to Diversity Studies	3	SOC210 Majority-Minority Relations
Total Credits Transferring to Lakeland University	64-65 credits	
The following courses to be completed at Lakeland University		
	3	GEN112 Composition II: Argumentation and Research
	3	GEN3XX Core II: Exploring the Human Condition
	3	GEN4XX: Shaping the Future
	3	BUS301 Management Information Systems
	3	BUS493 Leadership and Followership
	3	MKT350 Marketing Principles
		Completion of one (1) Track (9 credits)
		Communication and Team Dynamics
	3	BUS282 Industrial/Organizational Psychology
	3	COM310 Leadership Communication
	3	COM235 Communication, Conflict & Negotiation
	OR	Teaching & Training
	3	EDU140 Introduction to Educational Technology
	3	EDU414 Curriculum and Classroom Dynamics
	3	EDU230 Educational Psychology
	OR	Business, Finance & Economics
	3	ACC210 Financial Accounting Principles
	3	BUS410 Business Law I
	3	ECN230 Principles of Microeconomics
		Completion of one (1) Area of Emphasis (9-10 credits)
		Recommended: Healthcare Management
	3	BUS308 Healthcare Financial Management
	3	BUS309 Healthcare Economics
	3	BUS422 Healthcare Law and Ethics
	4	EXP100 Professional Protocol (1cr) AND BUS413 Internship in Healthcare Management (3 cr)
	OR	Recommended: Student Designed

	12	Students may propose a twelve (12) credit emphasis in an area of academic interest that complements their major. Students may fulfill the emphasis requirement by completing current courses offered by Lakeland University that are relevant to the area of interest. This emphasis plan must be approved in advance by the student's academic advisor. Up to 6 credits of Experiential Learning may be used to fulfill the Student Designed Emphasis. Cooperative Education courses may not be used to satisfy the requirement of this emphasis.
	OR	Other Emphases Available
	12-13	Business Economics
	12	Communication
	23-27	Cooperative Education
	12-13	Digital Marketing
	14-15	Entrepreneurship
	12-13 c	Finance
	15	Forensic Fraud
	15-16	Graphic Design
	12-14	Hospitality Management
	12-13	Human Resource Management
	15-16	Insurance
	15-16	International Business
	9-10	Management
	15-16	Marketing
	12-13	Nonprofit Management
	15-16	Retail Management
	12-13	Sales Management
	15-16	Sport Management
	13-14	Sustainability
		Lakeland University credit minimum: 55-56
		Total minimum required for graduation: 120

Bachelor of Arts with a major in Organizational Leadership and Development from Lakeland University

Western Technical College Health Information Technology AAS Requirements (10-530-1)		
Course Name	Semester Credit(s)	Lakeland University
10806177 General Anatomy and Physiology	4	BIO211 Human Anatomy & Physiology
10530182 Human Disease for the Health Professions	3	Elective Course
10501101 Medical Terminology	3	ESS135 Medical Terminology
10530162 Foundations of HIM	3	BUS305 Survey of the United States Healthcare System
10530164 Introduction to Health Informatics	3	Elective Course
10530178 Healthcare Law and Ethics	2	Elective Course
10530184 CPT Coding	3	Elective Course
10530197 ICD Diagnosis Coding	3	Elective Course
10530199 ICD Procedure Coding	2	Elective Course
10530163 Healthcare Stats and Analytics	3	Elective Course
10530161 Health Quality Management	3	Elective Course
10530167 Management of HIM Resources	3	BUS330 Management Principles
10530196 Professional Practice	3	Elective Course
10501107 Digital Literacy for Healthcare	2	Elective Course
10530159 Healthcare Revenue Management	3	Elective Course
10530165 Intermediate Coding	3	Elective Course
10530166 HIT Capstone	1	Elective Course
10801136 English Composition 1	3	GEN110 Composition I: Academic Writing
10801198 Speech	3	COM111 Speech
10804189 Introductory Statistics	3	MAT220 Probability & Statistics
10809196 Introduction to Sociology	3	SOC100 Introduction to Sociology
10809198 Introduction to Psychology	3	PSY200 General Psychology
Total Credits Transferring to Lakeland University	62 credits	
The following courses to be completed at Lakeland University		
	3	GEN112 Composition II: Argumentation and Research
	3	GEN3XX Core II: Exploring the Human Condition
	3	GEN4XX: Shaping the Future
	3	BUS301 Management Information Systems
	3	BUS493 Leadership and Followership
	3	MKT350 Marketing Principles
		Completion of one (1) Track (9 credits)
		Communication and Team Dynamics
	3	BUS282 Industrial/Organizational Psychology
	3	COM310 Leadership Communication
	3	COM235 Communication, Conflict & Negotiation
	OR	Teaching & Training
	3	EDU140 Introduction to Educational Technology
	3	EDU414 Curriculum and Classroom Dynamics
	3	EDU230 Educational Psychology
	OR	Business, Finance & Economics
	3	ACC210 Financial Accounting Principles
	3	BUS410 Business Law I
	3	ECN230 Principles of Microeconomics
		Completion of one (1) Area of Emphasis (12-13 credits)
		Recommended: Healthcare Management
	3	BUS308 Healthcare Financial Management
	3	BUS309 Healthcare Economics
	3	BUS422 Healthcare Law and Ethics
	4	EXP100 Professional Protocol (1cr) AND BUS413 Internship in Healthcare Management (3 cr)
	OR	Recommended: Student Designed
	12	Students may propose a twelve (12) credit emphasis in an area of academic interest that complements their major. Students may fulfill the emphasis requirement by completing current courses offered by Lakeland University that are relevant to the

		area of interest. This emphasis plan must be approved in advance by the student's academic advisor. Up to 6 credits of Experiential Learning may be used to fulfill the Student Designed Emphasis. Cooperative Education courses may not be used to satisfy the requirement of this emphasis.
	OR	Other Emphases Available
	12-13	Business Economics
	12	Communication
	23-27	Cooperative Education
	12-13	Digital Marketing
	14-15	Entrepreneurship
	12-13 c	Finance
	15	Forensic Fraud
	15-16	Graphic Design
	12-14	Hospitality Management
	12-13	Human Resource Management
	15-16	Insurance
	15-16	International Business
	9-10	Management
	15-16	Marketing
	12-13	Nonprofit Management
	15-16	Retail Management
	12-13	Sales Management
	15-16	Sport Management
	13-14	Sustainability
		Lakeland University credit minimum: 58
		Total minimum required for graduation: 120

12-2 System-wide Articulation Agreement Signature Page

Agreement with: Lakeland Univeristy
College Partner

for the Health Information Technology and 10-530-1
Primary State Program Title Primary Number

Date: 4/4/2024
Calendar Date (mm/dd/yyyy)

Wisconsin Technical College System - Instructional Service Administrators

Karen Schmitt
Blackhawk Technical College

Lynette Livingston (Apr 8, 2024 22:18 CDT)
Chippewa Valley Technical College

Jennifer A. Jantner
Fox Valley Technical College

Matthew Janisin
Matthew Janisin (Apr 7, 2024 15:40 CDT)
Gateway Technical College

Meredith Sauer
Meredith Sauer (Apr 17, 2024 12:28 CDT)
Lakeshore Technical College

[Signature]
Madison Area Technical College

Christopher Severson
Mid-State Technical College

Mohammad Dakwar
Milwaukee Area Technical College

Douglas Hamm
Douglas Hamm (Apr 5, 2024 12:10 CDT)
Moraine Park Technical College

Alan Javoroski
Nicolet Area Technical College

Darren J. Ackley
Northcentral Technical College

Karenyn Rogalski
Northeast Wisconsin Technical College

[Signature]
Northwood Technical College

Cynde Larsen
Southwest Wisconsin Technical College

Bradley Piazza
Bradley Piazza (Apr 5, 2024 08:02 CDT)
Waukesha County Technical College

[Signature]
Western Technical College