



Associate in Applied Science in Sports Management at Heartland to Bachelor of Science in Sports Management  
with a Minor in Business Management at Lincoln College-Normal

2+2 Agreement

*This is a suggested course pattern. Students must work with their advisor to develop a curriculum plan that meets their scheduling needs. Summer classes can also reduce the load during the fall and spring semesters.*

<b>HEARTLAND COMMUNITY COLLEGE</b>				
<b>FIRST YEAR</b>	<b>COURSE NAME</b>	<b>CREDIT HOURS</b>		
		<b>FALL</b>	<b>SPRING</b>	<b>SUMMER</b>
ENGL 101	Composition I	3		
MATH 141	Introduction to Statistics	4		
IAI Humanities	IAI Humanities	3		
HLTH 170	Introduction to Leisure and Recreation	3		
BUSN 130	Computer Apps in Business	3		
ENGL 102	Composition II		3	
BUSN 110	Introduction to Business		3	
SOC 101	Introduction to Sociology		3	
HLTH 171	Recreation Leadership		3	
IAI Life Science <i>or</i>	IAI Life Science <i>or</i>		4	
IAI Physical Science	IAI Physical Science			
COMM 101	Introduction to Oral Communication			3
<b>Total Credit Hours</b>		<b>16</b>	<b>16</b>	<b>3</b>
<b>SECOND YEAR</b>	<b>COURSE NAME</b>	<b>CREDIT HOURS</b>		
		<b>FALL</b>	<b>SPRING</b>	
ACCT 200	Financial Accounting	4		
BUSN 210	Legal Environment of Business	3		
BUSN 225	Introduction to Sports Management	3		
BUSN 220	Principles of Management	3		
ECON 101	Principles of Microeconomics	3		
BUSN 145	Employment Success Strategies	1		
ACCT 201	Managerial Accounting		4	
SOC 226	Sociology of Sport		3	
ECON 102	Macroeconomics		3	
BUSN 299	Internship in Business		1-3	
BUSN 226	Introduction to Sports Marketing		3	
EDUC 163	Introduction to Coaching Athletics		3	
<b>Total Credit Hours</b>		<b>17</b>	<b>17-19</b>	

<b>LINCOLN COLLEGE-NORMAL</b>			
<b>FIRST YEAR</b>	<b>COURSE NAME</b>	<b>CREDIT HOURS</b>	
		<b>FALL</b>	<b>SPRING</b>
BUS 203*	Principles of Marketing	3	
BUS 318	Organizational Behavior and Theory	3	
SPM 301	History and Philosophy of Sport	3	
SPM 302	Professional Ethics in Sport and Business	3	
SPM 305	Media and Public Relations in Sport	3	
SPM 304	Sport Marketing		3
SPM 306	Sport Law/Risk Management		3
SPM 403	Sport Facility and Event Management		3
BUS 412	Organizational Leadership		3
SPM 402	Financial Issues in Sport		3
<b>Total Credit Hours</b>		<b>15</b>	<b>15</b>
<b>SECOND YEAR</b>	<b>COURSE NAME</b>	<b>CREDIT HOURS</b>	
		<b>FALL</b>	<b>SPRING</b>
BUS 314	Human Resource Management	3	
BUS 316	Workforce Diversity	3	
BUS 410	Business Ethics	3	
SPM 400	Sport in a Global Society	3	
SPM 401	Sport Governance	3	
SPM 404	Leadership in Sport		3
SPM 491	Senior Internship		3
Elective	Elective		3
Elective	Elective		3
<b>Total Credit Hours</b>		<b>15</b>	<b>12</b>

\* Can take the equivalent of this course (BUSN 230: Principles of Marketing) at Heartland.

- The following courses require a "C" or higher (labeled for LCN): ENG 101, ENG 102, SPE 101, BUS 101, BUS 102, BUS 203 (or BUSN 226), BUS 205, ECO 107, ECO 108, SPM 201, SPM 303.
- The above suggested plan of study for Junior and Senior years at Lincoln College-Normal includes a suggested path to a minor in Business Management. Students not wishing to pursue a minor in Business Management Minor requirements above with non-major elective courses taken at HCC for dual enrollment.
- NOTE: Financial Aid Regulations prohibit students from receiving certain types of aid and grants after 75 hours of earned coursework at HCC. Juniors remaining at HCC for the Junior Year should check with the Financial Aid Office to determine eligibility for aid.