



Associate in Applied Science in Sports Management at Heartland to Bachelor of Science in Sports Management
at Lincoln College-Normal

3+1 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.

HEARTLAND COMMUNITY COLLEGE				
FIRST YEAR	COURSE NAME	CREDIT HOURS		
		FALL	SPRING	SUMMER
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
Total Credit Hours		16	16	3
SECOND YEAR	COURSE NAME	CREDIT HOURS		
		FALL	SPRING	
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	
Total Credit Hours		17	17-19	

THIRD YEAR	COURSE NAME	CREDIT HOURS	
		FALL	SPRING
Elective	Elective	3	
Elective	Elective	3	
Elective	Elective	3	
Elective	Elective	3	
Elective	Elective		3
Elective	Elective		3
Elective	Elective		3
Elective	Elective		3
Total Credit Hours		12	12

LINCOLN COLLEGE-NORMAL			
FIRST YEAR	COURSE NAME	CREDIT HOURS	
		FALL	SPRING
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 400	Sport in a Global Society	3	
SPM 401	Sport Governance	3	
SPM 304	Sport Marketing		3
SPM 306	Sport Law/Risk Management		3
SPM 402	Financial Issues in Sport		3
SPM 403	Sport Facility and Event Management		3
SPM 404	Leadership in Sport		3
SPM 491	Senior Internship		3
Total Credit Hours		15	18

- Students may transfer in 89-91 credits from Heartland Community College to Lincoln College-Normal (65-67 credit hours of the AAS plus an additional 24 credits of non-major electives from Heartland Community College). The final 30 credits toward the bachelor's degree must be completed at LCN to earn the degree.
- 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.
- 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.