



**Associate in Arts at Heartland Community College to Bachelor's Degree in Professional Sales at Illinois Wesleyan University**

*This is a suggested course pattern. Students must work with their advisor to develop a curriculum plan that meets their scheduling needs. \*\* indicates course needed for the major. + indicates an IWU graduation requirement*

<b>HEARTLAND COMMUNITY COLLEGE</b>			
<b>FIRST YEAR</b>	<b>COURSE NAME</b>	<b>CREDIT HOURS</b>	
		<b>FALL</b>	<b>SPRING</b>
ENGL 101	Critical Reading and Writing	3	
COMM 101	Intro to Oral Communication	3	
IAI Physical Science	Any IAI Physical Science	3	
ACCT 200**	Financial Accounting (IWU 112)	4	
MATH 111 or 151**	Finite Math (IWU 110) or Calc for Business (Calculus I 161 is also an option/sub for IWU 176)	4	
ENGL 102	Multimodal Composition		3
ACCT 201**	Managerial Accounting (IWU 212)		4
IAI Humanities/Fine Arts	Any IAI Humanities/Fine Arts		3
IAI Fine Arts	Any IAI Fine Arts		3
Language 101	Elementary Language I		4
<b>Total Credit Hours</b>		<b>17</b>	<b>16</b>
<b>SECOND YEAR</b>	<b>COURSE NAME</b>	<b>CREDIT HOURS</b>	
		<b>FALL</b>	<b>SPRING</b>
IAI Social Behavioral Sci	Any IAI Social/Behavioral Science	3	
Language 102+	Elementary Language II	4	
ECON 101**	Principles of Microeconomics* (SBS)	3	
IAI Humanities	Any IAI Humanities Course	3	
Elective	Elective	3	
ECON 102**	Principles of Macroeconomics* (SBS)		3
MATH 141**	Intro to Statistics (IWU 141, sub for ECON 227)		4
Language 201+	Intermediate Language I		4
IAI Life Science	Any IAI Life Science		4
<b>Total Credit Hours</b>		<b>16</b>	<b>15</b>

- Complete both ECON 101 & ECON 102 with a C or better to be equivalent to IWU ECON 100
- This plan includes the foundation courses students should complete by the end of their sophomore year in order to advance to junior and senior level coursework in the major. These courses include; Composition, Math (Finite or Calculus), Macro and Micro Economics, Financial and Managerial Accounting, and Statistics.

ILLINOIS WESLEYAN UNIVERSITY			
THIRD YEAR	COURSE NAME	UNIT HOURS	
		FALL	SPRING
<b>BUS 331</b>	Marketing Principles & Management	1	
<b>BUS 341</b>	Organization & Management	1	
BUS 230	Relationship Driven Professional Sales	.75	
BUS 230D	Directed Study Lab	.25	
1xx-4xx	Elective	1	
<b>BUS 355</b>	Business Law I (W)		1
<b>FIS 303</b>	Financial Management		1
<b>BUS 338</b>	Negotiations in Business and Sales		1
1xx-4xx	Elective		1
<b>Total Units</b>		<b>4</b>	<b>4</b>
FOURTH YEAR	COURSE NAME	UNIT HOURS	
		FALL	SPRING
<b>BUS 358</b>	Sales Leadership	.75	
<b>BUS 358DI</b>	Directed Study Lab	.25	
<b>3xx-4xx</b>	Upper-Level Elective	1	
1xx-4xx	Elective	1	
1xx-4xx	Elective	1	
<b>BUS 490</b>	Strategy & Policy		1
<b>BUS 359</b>	Advanced Relationship-Drive Professional Selling		1
1xx-4xx	Elective		1
1xx-4xx	Elective		1
<b>Total Units</b>		<b>4</b>	<b>4</b>

- To meet IWU graduation requirements choose one course from each group. 1 **US Diversity** (CHLD 207, Film 211, HIST 135, 136, 210, MUSI 260, POS 101, SOC 110, SOC 135, or SOC 221) and 1 **Global Diversity** (ANTH 101, HIST 150, HUMA 210, HUMA 270, MUSI 160, POS 151, JAPN 202, SPAN 202) while at Heartland.
- AP scores of 3, 4, or 5 and Standard level IB scores of 5 or higher will receive 1 unit of credit.
- The IWU Second Language requirement can be met by completing the intermediate level (201) course of any language or by earning a 4 or 5 on the AP exam in a second language. Visit the IWU website for information: <https://www.iwu.edu/registrar/transfer-credit-faq.html>
- Remedial math courses may be needed to prepare for the math requirement. However, the remedial course will not transfer to IWU. Adjust course schedule accordingly to complete degree.
- Students should complete a minimum of 64 semester hours, not including remedial or PE courses, at HCC to be on track to complete their bachelor's degree in a total of 4 years.
- Students are required, at minimum, to complete 16 units of coursework at IWU including half of all major requirements.
- IWU graduation requirements: 32 total courses and 32 total units with 9 courses and 9 units of upper level (300/400) courses. (1 IWU unit = 4 semester hours)

Bloomington, IL, 2024-2025