

**Institute for Integrative Nutrition Health Coach/Advanced Business Core Programs  
to Excelsior College B.S. in Health Care Management**
**Revision: September 2016**

This program plan outlines how students can transfer from the program to the **Excelsior College B.S. in Health Care Management** program. Upon completion of the **Institute for Integrative Nutrition Health Coach and Advanced Business Core Programs**, the following credits will apply for students enrolling in the **B.S. in Health Care Management** program.

<b>Institute for Integrative Nutrition</b>	<b>Semester Hours</b>	<b>Excelsior College Requirements</b>	<b>Semester Hours</b>
<b>Health Coach Training Program:</b>			
Health and Nutrition	6	Business/Health Care Elective	6
Wellness	3	Free Elective	3
Wellness Practicum	1	Free Elective	1
Contemporary Health Issues	3	Free Elective	3
Wellness Coaching	6	N/A*	0
Small Business Management	3	N/A*	0
Interpersonal Communication	3	Humanities Requirement	3
Coaching and Interviewing Practicum	4	Free Elective	4
<b>Advanced Business Core (formerly Immersion Program):</b>			
Professional Selling	3	N/A*	0
Market Communication	3	Humanities Requirement	3
Coaching	3	N/A*	0
Marketing Practicum	2	N/A*	0
<b>Total Credits Required</b>	<b>40</b>	<b>Total Credits Accepted</b>	<b>23</b>

\* These courses could count toward either Business/Health Care Electives or Free Electives, but exceeds the maximum allowable credits in these areas.

**Credits To Be Taken in Addition to Health Coach/Advanced Business Core Programs**

<b>Excelsior College Requirements</b>	<b>Semester Hours</b>
INL 102: Information Literacy	1
Written English Requirement (English Comp)	6
Business Ethics	3
Social Science/History (to include Micro and Macro Economics)	9
Math Natural Science	6
Statistics	3
Arts and Science Electives	27
Medical Terminology	3
Accounting	3
Principles of Management	3
Research (Upper Level)	3
Marketing	3
Human Resource Management	3
HSC 301 Foundations of Health Care Management	3

HSC 305 Critical Issues in Health Care Management	3
HSC 310: Writing & Communication in the Health Science Professions	3
HSC 330: The Legal & Regulatory Environment of Health Care	3
HSC 494: Organizational Behavior and Theory in Health Care	3
HSC 414: Budget and Finance in Health Care Organizations	3
HSC 450: Economics of Health Care	3
HSC 464: Health Sciences Capstone <i>The Capstone MUST be completed at Excelsior</i>	<i>NOTE:</i> 3
<b>Total Credits</b>	<b>97</b>

<b>Evaluation Summary</b>	<b>Semester Hours</b>
Credits Accepted	23
Additional Credits Required	97
<b>Total Credits Required for Bachelor's Degree</b>	<b>120</b>

\* Students are required to take a minimum of **12.00 credits** from Excelsior to qualify for partner pricing.

**NOTE: Excelsior College reviews every student individually and this guide is just a sample scenario. Actual requirements will be dependent on the courses a student transfers to Excelsior.**