

The automotive and heavy equipment industries need managers and representatives with up-to-date technical, managerial, and communication skills. This program provides instruction in areas of sales, marketing, management, accounting, warranty administration, customer relations, franchising, finance, dealership operations, automotive internet marketing, and other related areas.

Successful completion of the Automotive Management program places you among the highest paid and most sought after graduates of Ferris State University. You may find employment with manufacturers, suppliers, as a technical writer, fleet manager, automotive tool and equipment representative, lease/rental manager, trainer in industry, or manager in the automotive aftermarket. Positions also exist in dealerships, repair centers, and include service management, parts management, sales, leasing and general management.

### General Admission Criteria

To be admitted to this degree program, students must have completed a minimum of 48 total semester credits; have completed the Associate degree in Automotive Technology or have completed a minimum of 40 semester hours of technical (Auto) credits; have a minimum GPA of 2.3 (on a 4.0 scale); and demonstrate completion or competency in the following Ferris courses, or their equivalents: ENGL 103 (*Ferris ENGL 150*); ENGL 104 or ENGL 105 (*Ferris ENGL 250*); MATH 101 (*Ferris MATH 110*); and one science course, preferably PHYS 101 (*Ferris PHYS 211*). Official transcripts from all accredited colleges/universities must be submitted with the Ferris application. Financial aid may be available and may include concurrent enrollment at both institutions.

### Course Requirements

Southwestern Michigan College				Ferris State University			
Course	Ferris Equiv.	SMC Course Title	Cr. Hrs.	Course	Ferris Course Title	Cr. Hrs.	
ECON 201	ECON 221	Macroeconomics	3	AMGT 300	Automotive Materials	4	
ENGL 103	ENGL 150 or ENGL 150	Freshman English II	3	AMGT 301	Automotive Marketing & Distribution I	4	
ENGL 104 or ENGL 105	ENGL 250 or ENGL 211	Freshman English III Technical Writing	3	AMGT 302	Automotive Marketing & Distribution II	4	
MATH 105	MATH 115	Intermediate Algebra	4	AMGT 303	Automotive Accounting	4	
PHYS 101	PHYS211	Intro Physics I	5	AMGT 360	Automotive Culture	3	
SPEE 101 or SPEE 102	COMM 121	Fundamentals of Speech or Fundamentals of Public Speaking	3	AMGT 401	Management of Fixed Operations	4	
SMC	Varies	AAS – Automotive Technology Coursework	40+	AMGT 402	Management of Variable Operations	4	
SMC	Varies	FSU General Education - Self and Society Elective	6	AMGT 404	Warranty and Customer Relations	3	
SMC	Varies	FSU General Education - Natural Sciences Elective	3-4	AMGT 460	Automotive Internet Marketing	3	
SMC	Varies	FSU General Education - Culture Elective	6	AMGT 493	Internship	4	
SMC	Varies	FSU General Education - Culture Elective (must transfer to Ferris at 200 level or higher – see Ferris advisor for details)	3	BLAW 301	Legal Environment of Business	3	
<b>Total Southwestern Michigan College Credits</b>			<b>79</b>	ENGL 311	Advanced Technical Writing	3	
				AMGT 499	Automotive Management Capstone	1	
				<b>Total Ferris Credits</b>		<b>44</b>	
				<b>Minimum Credits Required for Degree</b>		<b>120</b>	

**Please refer to FSU's General Education Requirements at:**  
<http://www.ferris.edu/htmls/academics/gened/index.htm>

Students transferring to Ferris with the Michigan Transfer Agreement (MTA) and entering a degree program will have met a 30-hour block of lower-level general education courses. However, this does not exempt students from completing program specific prerequisites or higher-level general education course requirements. Students should contact their advisor regarding classes that meet the MTA.

Students are encouraged to work with their Ferris advisor for selection of any electives, to ensure transferability and to minimize credits taken.

**Program Offered at:**  
**Main Campus, Big Rapids**  
**College of Engineering Technology**

231-591-2810

[amgt@ferris.edu](mailto:amgt@ferris.edu)

**Ferris Statewide, Dowagiac**

(269) 782-1214 or (800) 456-8675, Ext. 1214

or [ferrisSW@ferris.edu](mailto:ferrisSW@ferris.edu)

[www.ferris.edu/statewide](http://www.ferris.edu/statewide)

**Ferris Online**

Toll Free at (800) 562-9130 or (231) 591-2340

[ferrisonline@ferris.edu](mailto:ferrisonline@ferris.edu)

[www.ferris.edu/online](http://www.ferris.edu/online)

[www.ferris.edu/transfer](http://www.ferris.edu/transfer)

Ferris courses are available online, in Clinton Township Michigan, or in Big Rapids, Michigan

**Graduation Requirements**

In addition to completing the specific course requirements listed on the front of this guide, students must:

- Have a 2.0 cumulative GPA in Ferris coursework
- Complete a minimum of 30 semester credits from Ferris State University
- Ensure completion of at least 40 semester credits at the 300/400 level as determined by Ferris
- Complete a minimum of 120 semester credit hours from all institutions
- Apply for a 'graduation audit' at least one semester prior to their planned final semester

**Advising Notes**

It is recommended that potential applicants meet with an advisor to review the degree, course schedule, and have any questions answered prior to completing an application. Students who are completing the MTA may have different general education course requirements for the particular degree selected. Meeting with a Ferris advisor prior to the selection of general education or elective course work may reduce the chance of completing a course that will not apply toward the selected degree. Once admitted, students must continue to meet with an advisor as they work toward graduation.

**Transfer Student Orientation**

All new students to Ferris State University are required to complete an orientation

**Online Learning**

Select courses delivered online and/or in a mixed delivery format (i.e. a mix of online and face-to-face instruction at the Ferris Main Campus or at an off-campus location). The "Online Readiness Tutorial" is required for students who register for an online *course* or are completing an online *degree*. Students must demonstrate competency in Blackboard skills. This may be done by taking a tutorial and quiz, or, for students who have already taken and passed online courses, they can submit a waiver request. Students should check with the department that offers the class to determine its particular needs and/or the Ferris advisor regarding registration for online course work.

**Reverse Transfer Agreement**

The Community College and Ferris have entered into a partnership in order to work collaboratively and creatively to increase student completion of associate and bachelor degrees. The partners work together to provide a seamless transfer experience and increase student retention and completion at both the community college and Ferris.

**Michigan Transfer Agreement (MTA)**

Ferris participates in the Michigan Transfer Agreement (MTA). This agreement will facilitate the transfer of general education requirements from one Michigan institution to another. Students may complete the MTA as part of a degree program or as a stand-alone package. The MTA consists of a minimum of 30 general education credit hours as identified by the college or university.

**Disclaimer**

This is a guide for students who plan to transfer to Ferris State University. This guide is not intended to be a contract with Ferris. The information on this guide is subject to change. Students should contact their community college or Ferris to keep informed of changes. Final responsibility for verifying all transfer information lies with the student. Please refer to the effective and/or revised date on the bottom of the guide.