

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.

### Course Requirements

College of Lake County IL			
Course	FSU Equiv.	Course Title	Cr. Hrs.
ENG 121	ENGL 150	English Composition 1	3
ENG 122	ENGL 250	English Composition II	3
MTH 102	MATH 110	Basic Algebra	4
PHY 111	PHYS 130	General Physics I	4
PSY 121	PSYC 150	Intro to Psychology	3
MTH 108	MATH 115	Intermediate Algebra	5
CMM 121	COMM 121	Fundamentals of Speech	3
ECO 222	ECON 221	Principles of Microeconomics	3
General Education Elective	VARIES	<b>Cultural Enrichment - General Education Requirement</b> <i>Complete one course from the following subject areas: Art, History, Humanities, Literature, Music, Foreign Language, etc.</i>	6
General Education Elective	VARIES	<b>Cultural Enrichment</b> <i>Must transfer to Ferris at 200-level or higher</i>	3
General Education Elective	VARIES	<b>Social Awareness - General Education Requirement</b> <i>Complete one course from the following subject areas: Anthropology, Economics, Political Science, Psychology, Sociology, etc.)</i>	3
General Education Elective	VARIES	<b>Scientific Understanding - General Education Requirement</b> <i>Complete one lab or non-lab science course from the following subject areas: Biology, Chemistry, Geography, Physics, Physical Sciences, etc.</i>	3-4
Associates Degree in Automotive Technology	Major Courses for AAS Degree	<b>College of Lake County AAS Degree</b> <i>Includes courses in the major and related technical areas</i>	48

**Total College of Lake County Credits 91-92**

Ferris State University		
Course	Course Title	Cr. Hrs.
AMGT 300	Automotive Materials	4
AMGT 301	Automotive Marketing & Distribution I	4
ENGL 311	Advanced Technical Writing	3
AMGT 302	Automotive Marketing & Distribution II	4
AMGT 303	Automotive Accounting	4
AMGT 360	Automotive Culture	3
AMGT 401	Management of Fixed Operations	4
BLAW 301	Legal Environment of Business	3
AMGT 402	Management of Variable Operations	4
AMGT 404	Warranty & Customer Relations	3
AMGT 460	Automotive Internet Marketing	3
AMGT 493	Internship (Senior Status)	4
<b>Total Ferris Credits</b>		<b>43</b>
<b>Credits Required for Degree</b>		<b>134-135</b>

### Degree Offered at:

**Main Campus, Big Rapids**  
College of Engineering Technology  
www.ferris.edu/cot  
(231) 591-2810  
amgt@ferris.edu

### Ferris Online

Toll-Free (800) 562-9130 or (231) 591-2340  
Email: ferrisonline@ferris.edu  
Online Website: www.ferris.edu/online  
www.ferris.edu/transfer

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

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.

**General Admission Criteria**

To be admitted to this major, College of Lake County students must have

- completed a minimum of 48 total semester credits,
- completed the Associate Degree in Automotive Technology OR have completed a minimum of 40 semester hours of technical (TR) credits,
- a minimum GPA of 2.3 (on a 4.0 scale),
- demonstrated completion or competency in the following Ferris courses or their equivalents with a “C” or better (on 4.0 scale) from an accredited college or university with a 2.35 overall GPA:
  - ENG 121 & ENG 122 (or credit for or placement into Ferris ENGL 150 and ENGL 250)
  - MTH 102 (or credit for or placement into Ferris MATH 110)
  - One science course, preferably PHY 111 (Ferris PHYS 211)
- Official transcripts from all accredited colleges and universities must be submitted with the Ferris application.

**Transfer Students – University Admissions Requirement**

- Combined college or university GPA of 2.35 (on a 4.0 scale) from all institutions attended (GPA is based on completion of 12 credit hours or more). It is highly recommended that transfer credits include the FSU equivalency of ENGL 150, MATH 115, and the FSU equivalency of a social awareness or cultural enrichment course OR general education requirements. Developmental courses are not considered in computing the GPA requirement.
- Transfer equivalency for FSU ENGL 150 or placement during the first semester at FSU that would require an ACT English score of 16 or higher; Compass score 70 – 100.
- Transfer equivalency for FSU MATH 115 or placement during the first semester at FSU that would require an ACT Math score of 19 or higher; Compass Algebra score 46 - 74 and HS Algebra with 2.0.

**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**

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.