

**Institute for Integrative Nutrition Health Coach/Advanced Business Core Programs
to Excelsior College B.S. in Health Care Management**
Revision: March 2020

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.

Institute for Integrative Nutrition	Semester Hours	Excelsior College Requirements	Semester Hours
Health Coach Training Program:			
Health and Nutrition	6	Business/Health Care Elective	6
Wellness	3	Free Elective	3
Wellness Practicum	1	Free Elective	1
Contemporary Health Issues	3	N/A*	0
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
Advanced Business Core (formerly Immersion Program):			
Professional Selling	3	N/A*	0
Market Communication	3	Humanities Requirement	3
Coaching	3	N/A*	0
Marketing Practicum	2	N/A*	0
Total Credits Required	40	Total Credits Accepted	20

* 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

Excelsior College Requirements	Semester Hours
INL 102: Information Literacy	1
IND 101: Cornerstone A (Foundations) OR IND 301: Cornerstone B (Pathways) (<i>MUST be completed with Excelsior</i>)	3
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
BUS 311: Organizational Behavior	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
Total Credits	100

Evaluation Summary	Semester Hours
Credits Accepted	20
Additional Credits Required	100
Total Credits Required for Bachelor's Degree	120

* 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.