Dear Stakeholders:

If you talk to an area employer about their key challenges, they will likely tell you that finding qualified workers is near the top of the list. In some cases, they may explain that it is their single most significant barrier to expansion and growth. Like many areas, Northwest Wisconsin’s working-age population is shrinking relative to the overall population. This has been reflected in a steady decline in unemployment rates and increased competition for skilled workers in a variety of fields.

Why is this important to you? If you are reading this, you are likely considering furthering your education at Wisconsin Indianhead Technical College (WITC). It is important for you to know that there are career opportunities in our area waiting for what you have to offer. You can contribute to our regional economy and reduce the workforce shortage by lending your abilities and talents to one of those employers who are limited by the availability of qualified workers.

Whether you are considering your first career or a mid-life career change, WITC wants to help. We are Northwest Wisconsin’s leader in providing Career and Technical Education, and the majority of the jobs in our economy require the kind of training, skills, and experience that our College delivers every day. Our students include people with a broad and diverse set of experiences and backgrounds. Our employees are committed to our students’ success. Start your journey at our nationally-ranked institution, and before you know it you’ll understand why WITC helps so many Experience Success.

If you have questions about any of the information you find in our catalog, please contact us. We are here to help and we look forward to serving you!

John Will, Ed.D.
President
Wisconsin Indianhead Technical College

Accredited by the Higher Learning Commission.
www.ncahlc.org
WITC 2019-2020 Catalog

This catalog contains general information about WITC’s programs and services, course descriptions, tuition and fees, and policies in existence at the time of this publication’s deadline, June 2019.

WITC reserves the right, without prior notice, to change, delete, supplement or otherwise amend at any time the information, policies, curriculum or program requirements contained in this catalog, whether during a student’s enrollment or otherwise.

A student’s or prospective student’s reliance upon information contained within the catalog, when making academic decisions does not constitute, and should not be construed as, a contract with the College. Students should consult with the appropriate academic division or department for further information.
Welcome to Wisconsin Indianhead Technical College (WITC), Northwest Wisconsin’s leader in Career and Technical Education. At WITC, we promise you a hands-on college experience tailored to fit your needs. We are here to help you gain the practical skills and valuable knowledge to succeed wherever life leads you.

We are caring, responsive, down-to-earth, skilled, and confident. We care about you as the learner and want to make your academic experience at WITC one that is memorable and enjoyable. We embrace and support your goals to enhance the quality of your life through career success.

We measure our success through yours.

You need to be qualified and prepared as you pursue your career goals, and we’re here to help. Experiencing the nationally-recognized education provided at WITC will enable you to access the exciting and rewarding career opportunities you seek.

Making WITC your college of choice is the right decision. Together, we will Experience Success.

Respectfully,

WITC Administration, Faculty, and Staff
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Mission, Vision, and Values

Mission

Learning First
Learning is our passion. As Northwest Wisconsin’s leader in technical education, WITC creates dynamic opportunities for career preparation and personal effectiveness. We are committed to making each and every experience with us meaningful and professional.

Vision

An Innovative Journey
Education is a lifelong journey of learning and discovery. We embrace innovative theories, techniques, and technologies to ensure success in a changing world.

Values

Empowerment – We value an engaging and supportive environment that inspires learners to achieve their personal and professional goals.

Excellence – We value high-quality training, professional development, and customer service in a dynamic learning environment.

Innovation – We value flexible delivery options and embrace the latest theories and technologies to meet individual learners’ needs.

Integrity – We value honesty, accountability, and diversity in an open and ethical environment.

Collaboration – We value partnerships that enhance learning, promote economic development, and improve the quality of life.

Strategic Goals

1. Provide support and opportunities for student learning and success.
2. Create and strengthen partnerships that benefit our stakeholders.
3. Foster a learning and working environment that encourages trust, respect, and professional growth.
4. Demonstrate effective leadership through collaboration with clear and consistent communication.

Wisconsin Indianhead Technical College

Purposes

As an accredited public postsecondary educational institution serving Northwest Wisconsin, Wisconsin Indianhead Technical College is committed to achieving our mission of “Learning First” by:

- Providing comprehensive programming to include certificates, diplomas, and associate degrees in occupational fields.
- Providing general studies courses to empower learners to become active and productive members of society.
- Providing support services to assist learners in achieving occupational, educational, and personal enrichment goals.
- Providing academic support to prepare learners for successful transition into employment or postsecondary programs.

The WITC District

One of 16 districts in the Wisconsin Technical College System, WITC began serving Northwest Wisconsin in 1912 in Superior, and now has locations in Ashland (since 1921), Rice Lake (1941), and New Richmond (1967). WITC also has outreach centers in Hayward and Ladysmith. The Administrative Office has been located in Shell Lake since 1973.

The WITC district encompasses 10,500 square miles with over 300,000 residents. Of the nearly 15,000 students served each year, 52 percent are female, 8 percent are ethnic minorities, and 74 percent are 20 years old or older.

The College is accredited through the Academic Quality Improvement Program (AQIP) of the Higher Learning Commission (https://www.hlcommission.org/). The College offers a variety of associate degrees, technical diplomas, short-term certificate programs, continuing education courses, and customized business training designed to help start or advance a career.

Operating under the direction of the Board of Trustees and the state technical college system, the College generates its revenue through student tuition and other student fees, local government, state and federal aids, and institutional revenue. The WITC Foundation also supports the College with scholarships, staff development training, and equipment donations.

The College works closely with local businesses, other educational institutions, and government and service agencies to develop partnerships. The Career Prep initiative, interactive television (ITV) networks, the Northwest Wisconsin Manufacturing Outreach Center (NWMOC), and the local Workforce Investment Boards (WIB) are just a few examples of WITC’s collaboration for the benefit of its students and the community.
Student Academic Achievement at WITC

WITC’s “Learning First” mission establishes a strong commitment to learner success. Course competencies, program outcomes, and employability essentials identify the college's expectations for successful learning. The documentation and assessment of learning outcomes provide a basis for WITC’s continuous improvement.

Course Competencies
Major skills, knowledge, attitudes, or abilities needed to perform a task effectively and efficiently.

Program Outcomes
Field-specific skills, attitudes, and abilities expected to be mastered by learners completing a program. Program outcomes go beyond a specific course and pertain to the entire program.

Employability Essentials
At WITC, our technical diploma and associate degree graduates are industry-ready professionals who think critically and communicate clearly.

Assessment of Student Learning

The purpose of student learning assessment is to improve students’ learning and faculty teaching methods. The assessment process should help to identify the following:

- What students should be learning
- The ways students are growing intellectually
- The gaps in the learning process
- What the college should be doing to facilitate student learning and growth
- What the college should be measuring to determine student learning and growth

WITC Assessment of Student Learning includes the following:

- Course Level Assessment (program courses and general studies courses)
  - Course level assessment results will be used to improve student learning in the classroom, as well as improve teaching practices
- Program Outcome Assessment
  - Assessment of program outcomes will ensure that continuous improvement is taking place and will demonstrate accountability to constituents (students, employers, accrediting bodies, etc.)
- Employability Essentials Assessment
  - Assessment of the Employability Essentials and use of the results to make improvements will ensure that WITC graduates will have the skills necessary to be effective in career and personal effectiveness

Please visit WITC’s Assessment Web site for further resources and information related to Assessment of Student Learning: www.witc.edu/about-witc/Institutional-organization-and-Priorities/office-of-academic-affairs.
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<td>Medical Billing Specialist** ♦</td>
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<td>* Medical Coding Specialist</td>
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<td>* Occupational Therapy Assistant</td>
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<tr>
<td>* Office Support Specialist</td>
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* Indicates financial aid eligible. ** Program duration is less than one year. ♦ Program duration is three terms.

General Studies is central to all programs. GED/HSED® and Academic Support offerings are available at all locations.

* Custom Programs - See Page 11 for more information

> CP Logo: Indicates this program is part of a career pathway

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  WITC Outreach Centers
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Online learning at WITC is growing! There are many learning options that include online courses and programs. Use this link to view the online opportunities at WITC:
https://www.witc.edu/academic-programs/degree-programs-and-certificates?field_campus_target_id%5B211%5D=211.

The College is proud to be offering the following programs/certificates completely online:

» Accounting
» Accounting Assistant
» Administrative Professional
» Broadband Customer Service Specialist (custom)
» Broadband Installer (custom)
» Broadband Service Technician Apprentice
» Business Administration Specialist certificate
» E-CHiLD
» E-Connect - Child Care Services
» Health Information Technology
» Health Office Professional
» Healthcare Receptionist
» Information Technology – Web and Software Developer
» Medical Administrative Professional
» Medical Billing Specialist
» Medical Coding Specialist
» Microsoft Office
» Nonprofit Essentials
» Office Support Specialist
» Office Technology Assistant
» Professional Credential for Infants/Toddlers (Wisconsin)
» Professional Credential for Preschool Teachers (Wisconsin)
» Tax Preparer Assistant

Technology Requirements
The computer hardware, software, and the Internet connection that is used for accessing coursework are the primary means of participating in online courses and therefore are significant contributors to academic success in online courses and/or programs at Wisconsin Indianhead Technical College. It is essential that students own or have ready access to a computer.

Wisconsin Indianhead Technical College is primarily Windows PC-based and, therefore, we are not able to actively support documents from Macintosh- or Linux-based computers.

For specific information on technology requirements, go to:
https://www.witc.edu/academic-programs/find-your-program/flexible-learning-options/online/technology-requirements.

Individual Success Factors
To be successful, students should determine if they would be a good candidate for online courses or programs. The following characteristics and skills are perceived as being prerequisites to the success of the online learner:

» Having a strong academic self-concept
» Exhibiting fluency in the use of online learning technologies
» Possessing interpersonal and communication skills
» Understanding and valuing interaction and collaborative learning
» Exhibiting self-directed learning skills
In addition, before taking a WITC online program or course:

» Students must be familiar with WITC’s Learning Management System, Blackboard.
» Students must be motivated and responsible for their own learning. Online classes are very different from traditional face-to-face classes in terms of how material is presented, nature of interaction with class members and instructor, and can be much more work. There is less structure than a face-to-face class, so it is up to students to pace themselves and keep up with assignments.
» Students must be fluent in the use of online technologies. Students will need to send e-mails with attachments, navigate the Internet, download browser plug-ins to view multimedia enhanced Web pages, participate in threaded discussions, and troubleshoot computer or connectivity problems.
» Courses labeled “Online” provide all learning materials and assignments over the Internet. However, in some instances, students may be required to attend a campus site to have an exam proctored.
» Students must realize that “Online” is not “Independent Study”! In Online courses, students will be required to participate in a learning community with other students as student engagement and participation is critical to the success of the class. Students should also value interaction and collaborative learning.

To be a successful online student:

» Be proactive. Students should know what they are getting into and have conversations with a counselor and/or advisor to ensure that online is right for them.
» Be self-directed in learning skills. Do not procrastinate with assignments. Use time management skills. Set aside time each week to complete the required assignments and submit them in a timely manner.
» Be collaborative. Read the threaded discussion at least three times a week and respond to the discussions as appropriate and as required by the instructor. This is collaborative learning – an essential part of online instruction.
» Be confident. If having problems, ask questions, send an e-mail to fellow students or the instructor, and use the discussion board to post questions. Chances are if one student has a question, others may as well.
» Contact the Learning Resource Center, Educational Technology Center, or Academic Support Center at the local campuses for additional assistance. Also, online at: www.witc.edu/commons/index.htm.

Use this link to access information on online programming: https://www.witc.edu/academic-programs/find-your-program/flexible-learning-options/online
Students that decide they are not prepared to take an online course or program should contact a counselor for more information and suggestions for additional assistance.

Custom Programs

The Continuing Education department offers a number of credit programs through a variety of custom delivery options. Mobile site delivery allows WITC expansion of campus-based programs to off-campus sites based on regional needs. Online delivery provides opportunities for training without having to travel to a campus location. All of these options provide opportunities for WITC to be responsive to student needs and partner with high schools, business and industry, and regional workforce agencies to provide training when and where it is needed.

Following is a list of custom programs currently available:
» Broadband Customer Service Specialist (online)
» Broadband Installer (online)
» Construction Essentials (mobile site delivery)
» Entrepreneurship
» Hospitality Specialist
» Mechatronics Basics (mobile site delivery/Rice Lake)
WITC-Ashland, situated on the shores of Lake Superior in a progressive community of almost 9,000 residents, is known for its commitment to academic excellence and personalized instruction. The campus is surrounded by inland lakes, streams, and forests; just minutes from the Apostle Islands National Lake Shore and about an hour from the Twin Ports of Superior/Duluth.

The Ashland Campus offers career programs in:

Agriculture, Food and Natural Resources
Farm Operation

Business, Management and Administration
Administrative Professional
Business Management
Health Office Professional
Healthcare Receptionist
Human Resource Management
Leadership Development
Leadership Essentials
Medical Administrative Professional
Medical Billing Specialist
Microsoft Office
Nonprofit Leadership
Nonprofit Professional
Office Support Specialist
Office Technology Assistant

Finance
Accounting
Accounting Assistant
Billing and Posting Clerk
Financial Services
Financial Services Customer Representative

Health Sciences
CBRF Caregiver
Gerontology - Aging Services Professional

Health Sciences (continued)
Medical Assistant
Nursing Assistant
Nursing - Associate Degree
Occupational Therapy Assistant

Human Services
Human Services Associate
Substance Abuse Counselor Education

Information Technology
Information Technology - Cybersecurity Specialist (first year coursework)
Information Technology - Systems Administration Specialist

Law, Public Safety and Security
Criminal Justice Studies
Emergency Medical Technician
Emergency Medical Technician - Paramedic
Paramedic Technician

Liberal Arts
University Transfer Degree - Associate of Arts
University Transfer Degree - Associate of Science

Manufacturing
Machine Tool Operation
Welding

Transportation, Distribution and Logistics
Marine Repair Technician
Individualized Studies
Individualized Technical Studies
Technical Studies - Journeyworker

Certificates*
Advanced Marine Repair Technician
Agricultural Business Fundamentals
Business Administration Specialist
Business Graphics
Crop Production
Customer Service
Dementia Care
Ethical Leadership
General Studies Certificate
Gerontology for Healthcare Professionals
Livestock Production
Management Certificate
Networking Professional
Personal Care Worker
Safety Management
Supervisory Leadership
Tax Preparer Assistant

Apprenticeship
Electrician Apprentice (ABC)
Plumbing

Other Offerings
GED/HSED completion
Academic Support - academic preparation and support
General Studies - coursework central to all programs
English Language Learning (ELL)

* Select certificate courses are offered at the WITC-Balsam Lake, WITC-Hayward and WITC-Ladysmith outreach centers.

2100 Beaser Avenue, Ashland, WI 54806
715.682.4591, Fax 715.682.8040
WITC-New Richmond is in the center of an expanding, prosperous business and residential area. Located in the beautiful St. Croix Valley, New Richmond offers an abundance of recreational and cultural activities. Scenic farmlands, wooded hills, and clean lakes accent the amenities that New Richmond has to offer. The Minneapolis/St. Paul metropolitan area is only a 30- to 40-minute drive. Many people like having the benefits of an urban center nearby while also enjoying the comforts offered by small-town living.

The New Richmond Campus offers career programs in:

**Agriculture, Food and Natural Resources**
- Agricultural Power and Equipment Technician
- Farm Operation
- Veterinary Technician

**Architecture and Construction**
- Architectural Commercial Design

**Business, Management and Administration**
- Administrative Professional
- Business Management
- Health Office Professional
- Healthcare Receptionist
- Human Resource Management
- Leadership Development
- Leadership Essentials
- Medical Administrative Professional
- Medical Billing Specialist
- Microsoft Office
- Nonprofit Leadership
- Nonprofit Professional
- Office Support Specialist
- Office Technology Assistant

**Education and Training**
- Early Childhood Education

**Finance**
- Accounting
- Accounting Assistant
- Billing and Posting Clerk
- Financial Services
- Financial Services Customer Representative

**Health Sciences**
- CBRF Caregiver
- Gerontology - Aging Services Professional
- Medical Assistant
- Nursing Assistant
- Nursing - Associate Degree
- Occupational Therapy Assistant
- Pharmacy Technician

**Hospitality and Tourism**
- Hospitality Foundations

**Human Services**
- Human Services Associate
- Substance Abuse Counselor Education

**Information Technology**
- Information Technology - Cybersecurity Specialist
- Information Technology - Systems Administration Specialist (first year coursework)
- Information Technology - Web and Software Developer

**Law, Public Safety and Security**
- Advanced EMT
- Criminal Justice Studies
- Emergency Medical Technician
- Emergency Medical Technician - Paramedic
- Paramedic Technician

**Liberal Arts**
- University Transfer Degree - Associate of Arts
- University Transfer Degree - Associate of Science
Manufacturing
Automated Packaging Systems Technician
Automation for Industrial Systems
Entry Level Machining
Industrial Systems Specialist
Machine Tooling Technics
Welding

Transportation, Distribution and Logistics
Diesel Equipment Technician
Power Sports Technician
Truck Driving

Individualized Studies
Individualized Technical Studies
Technical Studies - Journeyworker

Certificates
Agricultural Business Fundamentals
Business Administration Specialist
Business Graphics
Crop Production
Customer Service
Dementia Care
Ethical Leadership
General Studies Certificate

Gerontology for Healthcare Professionals
Livestock Production
Management Certificate
Networking Professional
Personal Care Worker
Phlebotomy
Professional Credential for Preschool Teachers (Wisconsin)
Safety Management
Supervisory Leadership
Tax Preparer Assistant

Apprenticeship
Electrician Apprentice (ABC)
Injection Mold Set-Up (Plastic)
Plumbing

Other Offerings
GED/HSED completion
Academic Support - academic preparation and support
General Studies - coursework central to all programs
English Language Learning (ELL)
The Rice Lake area is packed with exciting attractions and recreational opportunities. From shopping and historic sites to bike trails and parks, Rice Lake has it all. The town and surrounding area is a great natural beauty: the waters of Rice Lake and the Red Cedar River, plus the beautiful Blue Hills have been attracting visitors for decades. Friendly people and genuine hospitality make everyone feel welcome.

The Rice Lake Campus offers career programs in:

**Agriculture, Food and Natural Resources**
- Dairy Herd Management
- Farm Operation

**Architecture and Construction**
- Architectural Commercial Design
- Architectural Woodworking & Cabinetmaking
- Construction and Cabinetmaking
- Utility Construction Installer
- Utility Construction Technician

**Business, Management and Administration**
- Administrative Professional
- Business Management
- Health Office Professional
- Healthcare Receptionist
- Human Resource Management
- Leadership Development
- Leadership Essentials
- Medical Administrative Professional
- Medical Billing Specialist
- Microsoft Office
- Nonprofit Leadership
- Nonprofit Professional
- Office Support Specialist
- Office Technology Assistant

**Education and Training**
- Early Childhood Education

**Finance**
- Accounting
- Accounting Assistant
- Billing and Posting Clerk

**Financial Services**
- Financial Services Customer Representative

**Health Sciences**
- CBRF Caregiver
- Dental Assistant
- Gerontology - Aging Services Professional
- Medical Assistant
- Nursing Assistant
- Nursing - Associate Degree
- Occupational Therapy Assistant

**Hospitality and Tourism**
- Hospitality Foundations

**Human Services**
- Cosmetology
- Human Services Associate
- Substance Abuse Counselor Education

**Information Technology**
- Broadband Internet Technician
- Information Technology - Cybersecurity Specialist
- Information Technology - Systems Administration Specialist

**Law, Public Safety and Security**
- Advanced EMT
- Criminal Justice - Law Enforcement 720 Academy
- Criminal Justice Studies
- Emergency Medical Technician
- Emergency Medical Technician - Paramedic
- Paramedic Technician
Liberal Arts
University Transfer Degree - Associate of Arts
University Transfer Degree - Associate of Science

Manufacturing
Machine Tool Operation - CNC
Machatronics Basics
Welding

Transportation, Distribution and Logistics
Automotive Technician
Truck Driving

Individualized Studies
Individualized Technical Studies
Technical Studies - Journeyworker

Certificates *
Agricultural Business Fundamentals
Business Administration Specialist
Business Graphics
Crop Production
Customer Service
Dementia Care
Ethical Leadership
General Studies Certificate
Gerontology for Healthcare Professionals
Livestock Production
Management Certificate

Networking Professional
Nonprofit Essentials
Personal Care Worker
Phlebotomy
Professional Credential for Preschool Teachers (Wisconsin)
Safety Management
Supervisory Leadership
Tax Preparer Assistant

* Select certificate courses are offered at the WITC-Balsam Lake, WITC-Hayward and WITC-Ladysmith outreach centers.

Apprenticeship
Carpentry Apprentice (ABC)
Cosmetology
Electrician Apprentice (ABC)
Maintenance Mechanic/Millwright
Plumbing

Other Offerings
GED/HSED completion
Academic Support - academic preparation and support
General Studies - coursework central to all programs
English Language Learning (ELL)

1900 College Drive, Rice Lake, WI 54868
715.234.7082, Fax 715.234.5172

[Map of WITC campus and city layout]
The staff at WITC-Superior is dedicated to meeting the needs of today's students and employers, ensuring students are completely satisfied with their learning experience. The education is dynamic and hands-on, offering focused career preparation with a variety of courses, career programs, and delivery options.

Founded in 1912, the Superior campus offers top-notch faculty and state-of-the-art technology, as well as breathtaking landscapes. Students will benefit from the classes and enjoy the area.

In addition to the inland lakes, rivers, streams, waterfront trails, and the state's largest waterfall, there are endless shopping opportunities, concerts, expos, marathons, plays, sporting events, rodeos, festivals, outdoor recreational opportunities, and more. This is the ideal environment for learning and for living.

The Superior Campus offers career programs in:

**Architecture and Construction**
- Heating, Ventilation, and Air Conditioning/
  Refrigeration (HVAC/R)
- HVAC Installation Technician
- Refrigeration Essentials

**Business, Management and Administration**
- Administrative Professional
- Business Management
- Health Office Professional
- Healthcare Receptionist
- Human Resource Management
- Leadership Development
- Leadership Essentials
- Medical Administrative Professional
- Medical Billing Specialist
- Microsoft Office
- Nonprofit Leadership
- Nonprofit Professional
- Office Support Specialist
- Office Technology Assistant

**Education and Training**
- Early Childhood Education

**Finance**
- Accounting
- Accounting Assistant
- Billing and Posting Clerk
- Financial Services

**Health Sciences**
- CBRF Caregiver
- Gerontology - Aging Services Professional
- Medical Assistant
- Nursing Assistant
- Nursing - Associate Degree
- Pharmacy Technician

**Human Services**
- Cosmetology
- Human Services Associate
- Substance Abuse Counselor Education

**Information Technology**
- Information Technology - Cybersecurity Specialist (first year coursework)
- Information Technology - Systems Administration Specialist (first year coursework)

**Law, Public Safety and Security**
- Criminal Justice Studies
- Emergency Medical Technician
- Emergency Medical Technician - Paramedic
- Paramedic Technician

**Liberal Arts**
- University Transfer Degree - Associate of Arts
- University Transfer Degree - Associate of Science

Financial Services Customer Representative
Manufacturing
Industrial Maintenance Technician
Machine Tool Technician
Welding

Transportation, Distribution and Logistics
Automotive Service Technician

Individualized Studies
Individualized Technical Studies
Technical Studies - Journeyworker

Certificates
Business Administration Specialist
Business Graphics
Customer Service
Dementia Care
Ethical Leadership
General Studies Certificate
Gerontology for Healthcare Professionals
Management Certificate
Networking Professional

Nonprofit Essentials
Personal Care Worker
Professional Credential for Preschool Teachers (Wisconsin)
Safety Management
Supervisory Leadership
Tax Preparer Assistant

Other Offerings
GED/HSED completion
Academic Support - academic preparation and support
General Education - coursework central to all programs
English Language Learning (ELL)

Apprenticeships
Electrician Apprenticeship (ABC)

600 North 21st Street, Superior, WI 54880
715.394.6677, Fax 715.394.3771
Continuing Education and Outreach Centers

Credit and noncredit courses are offered through Continuing Education on campus and at community outreach locations throughout the WITC District.

WITC Outreach Centers

Hayward, Ladysmith, and Balsam Lake Outreach Centers

WITC-Hayward, WITC-Ladysmith, and WITC-Balsam Lake Outreach Center offer many course options to area residents, as well as customized training to business and industry customers.

Students may choose from a selection of general credit courses and Continuing Education courses available at these locations. For added convenience and reduced travel, students enrolled in an academic program have the opportunity of attending classes from their own home or another convenient location of their choosing via Blue Jeans. Another option is Your Choice, which offers multiple courses in an individualized self-study environment. For those individuals pursuing their GED or HSED, the Academic Support instructors at WITC-Balsam Lake, WITC-Hayward and WITC-Ladysmith provide free course preparation.

Contact the outreach center nearest you for more details.

WITC-Hayward
715.634.5167, Ext. 5500
800.243.9482
Fax: 715.634.8387

WITC-Ladysmith
715.532.3399, Ext. 5600
800.243.9482
Fax: 715.532.5483

WITC-Balsam Lake Outreach Center
715.246.6561, Ext. 5700
800.243.9482
Fax: 715.485.3049
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What Is It Like at WITC?

What Are the Benefits of a WITC Degree?

Graduate Survey
Each fall, the College surveys recent graduates to find out how well their degree or diploma prepared them for a career in their chosen field. Using their input, WITC is able to continuously improve and adjust programs. The skills students learn at WITC are the skills employers want.

The Graduate Follow-Up Study
The six-month study of 2017-2018 graduates included 1,542 graduates who completed 2,270 credentials in associate degrees and technical diplomas at WITC campuses, outreach centers, and learning center. Out of that total, 1,169 graduates either responded to the mailed questionnaire, e-mail request, text message or the follow-up telephone contact, creating a response rate of 76 percent.

What We Found
• WITC graduates get hired quickly – 94 percent of graduates were hired within just six months of graduating. Seventy-six percent of WITC graduates were able to start a career in an occupation related to their training.
• Alumni make great starting salaries – annual starting salaries of WITC graduates right after graduation average $40,668 annually.
• Ninety-eight percent of graduates are satisfied with the training they received at WITC and they would recommend WITC to a friend or family member.
• Students come to WITC because they are career-minded. Seventy-four percent of our graduates said they chose WITC to prepare them for their future career, help them make a career change, or to improve their existing job skills.

Employer Satisfaction Survey
The Employer Satisfaction Survey gives the College feedback on the success of WITC graduates and the effectiveness of the concepts and skills provided in technical education. Conducted every four years by WITC, the study asks employers to rate WITC graduates as entry-level employees in the following areas:
• Mastery of skill and knowledge in the field
• Ability to perform technical skills of the profession
• Ability to communicate effectively with co-workers and/or customers
• Relevancy of graduates’ skill and/or knowledge base in relationship to real world applications within the industry
• Mastery of science, technology, engineering, or math skills needed in the field
• Overall preparedness for employment at a company

The information is used as a valuable tool for continuously improving and evaluating the college’s educational programs and services to enhance learning.

What We Found:
• Employers are very satisfied with graduates’ technical education
• Employers would recommend graduates to other employers
• WITC provides top service to employers

Find Out More
Visit our Web site at www.witc.edu/research-and-resources to view the Graduate Follow-up Study or the Employer Satisfaction Report. Anyone wanting a copy of the report or more information about how the survey was conducted should call Megan Nabb, Institutional Research Analyst, at 800.243.9482, Extension 4156.

Student Services
A variety of student services are offered on campus – including career planning assistance – to help students make realistic decisions about their educational future. WITC’s student services include counseling, advising, career exploration, accommodations services, and employability skills training.

Learning Commons
The Learning Commons combines the resources and services students need into one place where they can interact with technology, collaborate with each other, and obtain support for their academic efforts. The Learning Commons contains three centers that work together to provide the full-breadth of assistance students may need outside of the classroom – it truly is a one-stop-shop for help from the Learning Resource Center, the Educational Technology Center, and the Academic Support Center.

Learning Resource Center (LRC)
The LRC is the answer place. It contains the books, journals/magazines, audio visual materials, and technology equipment that students will need to accomplish their coursework. More importantly, Learning Resource Center staff are available to guide the student’s discovery of these materials, and assist them in navigating the rich collection of electronic resources provided by the Learning Resource Center at www.witc.edu/library.

Academic Support Center
An Academic Support Center (ASC) is located at each campus. Community members and students are encouraged to meet with an Academic Support Center instructor to create a personalized success plan, receive academic assistance, and enroll in free reading, writing, math, and study skills courses. Enrollment is offered on a continuous basis. Day and evening classes are available at the campuses and at other outreach centers in Northwest Wisconsin. Resources and materials are matched to individual skill levels as students progress toward their goals. Both individualized and group instruction are offered.

Services include academic support programming, such as:
• GED/HSED preparation
• College preparation coursework for students who are not yet enrolled in college
• Academic support within the classroom based on faculty and student needs
• Foundational skill building classes in math, writing and reading
• Test taking and study skills strategies
• Critical thinking skills
• Basic computer skills
• Employability skills including resume writing and interview techniques
Learning Styles Inventory
Free peer tutoring
Workshops focused on student learning
Math and Writing Labs
Academic Coaching: Individual One-On-One Support
English Language Learner (ELL) classes

Resources and materials are matched to individual skill levels as students progress toward their goals. Both individualized and group instruction are offered.

Educational Technology Center
An Educational Technology Center is located at each campus. Services include technological support such as:
- Basic computer assistance
- Online learning support
- Open computer labs
- Test proctoring capabilities

Area Housing
Ashland Campus Area Housing Information
Area housing for WITC students is available through Northland College. For more information regarding area housing, contact the Student Services office or visit Northland's website at: www.northland.edu/live/sleep/housing.

New Richmond Campus Area Housing Information
A list of available rentals in the area is available. For more information on student housing, contact the Student Services office.

Rice Lake Campus Area Housing Information
Housing for students is available through Glenwood Commons adjacent to campus, please stop by the building, or contact: West CAP at 715.265.4271 or 800.606.9227 for additional information.

Superior Campus Area Housing Information
Housing for students is available through the University of Wisconsin-Superior. Information regarding housing can be obtained in the Student Services office or by contacting the University of Wisconsin-Superior Resident Life Office: 715.394.8438; e-mail: reslife@uwsuper.edu.

Student Life
Employers look for more than a degree on a resumé when hiring. They want a person who will go the extra mile, volunteer to help out, and benefit the company. This experience, leadership, creativity, and teamwork for a common goal are qualities that will help graduates get hired. Students develop these skills by becoming involved in WITC’s co- and extra-curricular organizations and by participating in leadership training.

A wide range of extracurricular, social, cultural activities, and intramural sports are conducted at campuses throughout the year. The College believes that when students participate in activities, they build good relationships with peers, gain valuable experience in leadership and teamwork, and enhance career advancement potential. Students will have the opportunity to select activities which are best suited to their individual interests, needs, and schedule.

Social Events
Most social and special events held on campus are coordinated by the Campus Activities Board in conjunction with other clubs and organizations. The broad scope of activities includes special event and holiday parties, bowling, seasonal activities, breakfasts and dinners, sports tournaments, and other events. Professional entertainers, including musicians, hypnotists, and others, are scheduled to perform on campus throughout the year. See each campus webpage for current events at www.witc.edu.

Campus Activities Board (CAB)
The Campus Activities Board (CAB) works to enhance and unify the campus community by providing a variety of entertainment and co-curricular programming. CAB is a subsidiary organization of the Student Senate and its membership is open to all students. CAB members gain valuable experiences in selecting, contracting, planning and promoting events. CAB values: the image of CAB and producing quality events; the talents and gifts of our committee members; the ability to develop leaders and enhance individual skills; and the diversity and ideas of all members of the campus community.

Student Organizations
Student organizations help develop leadership skills and gain competence and experience in the student’s career area. Students will also learn to apply democratic procedures and gain professional enrichment. Some co-curricular organizations are affiliated with state and national technical student groups such as the Business Professionals of America (BPA), Collegiate DECA, and Vocational Industrial Clubs of America (Skills USA-VICA). Other organizations are associated with professional groups in a variety of occupational fields. Examples include the National Association of Home Builders (NAHB), Wisconsin Association of Architects (WSA-AIA), Society of Packaging Engineers (SPHE), and Electronics, Student Occupational Therapy Association (SOTA), Health Occupations, Nursing, Early Childhood Association, Cosmetology, Corrections, and others. Student organizations are active throughout the year in a variety of activities such as conferences, workshops, business and industry tours, skill competition events, self-improvement projects, fund raising, guest speakers, and social functions. All students have the equal opportunity to participate in student organizations.

Student Senate
Students will have an opportunity to become involved in student government at their WITC campus through participation in the Student Senate. The senate is comprised of student members who have been elected to represent their program. The Student Senate Association or SSA meets once or twice a month to plan and organize events and activities on campus and to improve the quality of life for the students they represent.

This is the social, political, and educational organization that represents the student body. This organization serves as the voice of the students. It is affiliated with the state organization, Wisconsin Student Government (WSG). The Student Senate Association partners with WITC administration in decision making at WITC, plans and sponsors a variety of student activities, provides financial support to student organizations on campus, and listens to the concerns of fellow classmates.

Students who seek a broader leadership opportunity may choose to participate in Wisconsin Student Government. This organization meets several times a year with representatives from other colleges to promote the interests and concerns of students throughout the Wisconsin Technical College System.
Accommodations for Persons With Disabilities
Reasonable accommodations for persons with disabilities will be made to ensure access to academic programs, activities, services, and employment in accordance with sections 504 and 508 of the Rehabilitation Act of 1973 and the Americans with Disabilities Act Amendments Act (ADAAA) of 2008. If accommodations are needed, the student should visit https://www.witc.edu/currentstudents/support-services/accommodations. Students can also contact the campus Accommodations Specialist or WITC Affirmative Action Officer/Title IX, Section 504, and Title VII Coordinator, at 715.468.2815, Ext. 2240, 14 days in advance of needed assistance. Examples of services available:

- Adaptive technology
- Admissions coordination
- Academic assessment
- Division of Vocational Rehabilitation (DVR) coordination
- Tutoring (Peer)
- Transitioning

Accommodations for Religious Beliefs
WITC will reasonably accommodate the religious beliefs of students in its attendance, examination, and other academic practices. Notify faculty member five (5) business days in advance to receive an accommodation.

Day Care Services
Though the college does not provide day care services, the campus Student Services office can provide the student with the name, number, or Web site of local resources to obtain information on day care facilities.

2016 Campus Crime Statistics
WITC prides itself on maintaining a safe environment for its students, faculty, and staff and provides the following information and statistics on the frequency of crime, known and reported, on- and off-campus on an annual basis and in compliance with the federal Clery Act and Student Right to Know and Campus Security Act of 1990.

The most recent Annual Security Audit Report/Right to Know Plan can be found on the WITC website. Questions concerning any of the information contained in the ASR/RTK Plan should be directed to the Safety Office, Administrative Services at WITC Administrative Office, 505 Pine Ridge Drive, Shell Lake, WI 54871, telephone 800/243-9482 OR 715/468-2815. Email: safety@witc.edu. TTY: 711.
Health and Wellness Services
The College Health Nurse provides and/or coordinates a variety of essential health/safety/wellness services to both students and staff. College health services are directed toward enhancing the educational process by modifying or removing health-related barriers to learning, promoting optimal wellness, enabling individuals to make decisions about health-related concerns, and empowering students and staff to be self-directed and well-informed consumers of healthcare service. ATODA (Alcohol, Tobacco, and Other Drug Abuse) information is available from the College Health Nurses, Campus Counselors, and in the Learning Resource Centers.

Alcohol, and Other Drug Abuse (AOD) Prevention
Whether a student personally abuses chemicals or is affected by someone who does, alcohol, tobacco, and other drug abuse education, referral, and recovery support assistance is available at WITC. Students can learn about chemical dependency using materials in the Learning Resource Center (LRC) or by contacting the local campus health nurse.

Tobacco-Free College
The State of Wisconsin, through the passage of Act 12, has enacted a statewide smoking ban that prohibits smoking in all public places. The ban went into effect on July 5, 2010. WITC recognizes its responsibility to comply with state law and provide a safe and healthy learning environment. Because of this commitment, the use of tobacco in any form is prohibited in all campus facilities, near entryways, and in College vehicles.

Weapons Possession
WITC will uphold all local, state, and federal laws concerning the use, concealment, creation, manufacture, or possession of weapons, and/or potentially dangerous devices, as such weapons and devices are defined by Wisconsin Statutes, as amended, including but not limited to Chapter 941 of Wisconsin Statutes or any facsimile weapon that could reasonably be expected to alarm, intimidate, threaten or terrify another person, and/or potentially dangerous devices at any campus facility and College special events. To that end, the College prohibits the possession of weapons as allowed under State Statutes.

Student Handbook
The College publishes a Student Handbook designed to provide students with information about college policies, procedures, and services for students. It also contains the academic calendar, and calendar of events. Every student is responsible for abiding by the rules and regulations of the College as published in the handbook. A copy may be obtained from student services or the College website at www.witc.edu/currentstudents. The College reserves the right, without prior notice, to make changes in policy and procedure as deemed necessary.

What Does WITC Offer?
WITC is the college of choice for students who wish to pursue associate degrees, technical diplomas or certificates, GED/HSED completion, and for those presently employed who wish to advance in their careers. Area employers contract with the college for customized training consisting of specific courses that are developed and taught by WITC instructors at an employer’s work site. WITC also provides instruction for apprentices in cooperation with employers and the state of Wisconsin.

Types of Degrees/Offerings
Associate Degrees (Applied Science)
WITC’s associate in applied science (A.A.S.) degrees lead students to employment in a specified career or career advancement. An associate degree may also be the first step towards a bachelor’s degree. These programs generally take two years to complete when pursued on a full-time basis.

Technical Diplomas
If students wish to prepare for specific jobs or upgrade their job skills, WITC offers specialized programs that lead to a diploma in the chosen field. Diploma programs vary in length from less than one year to two years and provide extensive career training. Some diplomas are embedded within other technical diploma and associate degree programs allowing students to earn a credential, go to work, and return to complete the full diploma or associate degree.

Certificates
WITC awards certificates for the successful completion of a group of courses targeted toward a specialty area. Some certificates are embedded within technical diploma and associate degree programs allowing students to enhance current employment opportunities, lead to employment or continue to complete the diploma or associate degree.

Apprenticeship
What Is It?
A Registered Apprenticeship is a state-certified training program that combines paid related instruction and on the job training. Apprenticeships require employment: 90% of the training is on the job and 10% is classroom instruction. Apprenticeships are offered in a variety of occupational areas, including: construction, industrial, service, utilities, information technology, healthcare, and agriculture. Apprenticeships include a three-part contract with the apprentice, the sponsor (employer), and the Department of Workforce Development. Apprenticeships also includes a progressive wage scale, so as knowledge and skills increase, wages increase. Apprenticeship programs can vary by length of time from one year to five years.

How Do Students Qualify?
The apprentice must have a high school diploma or equivalent, be physically fit to perform, and the ability to travel to and from work and instruction. Some apprenticeship programs have an advisory committee that have additional requirements, such as: an application, an interview, and testing (example: Accuplacer). Please contact Eric Lockwood, Director, Apprenticeships and Workforce Training for specific information.
What Is Offered?
The apprenticeship courses offered at WITC include:
- Broadband Service Technician
- Carpenter Apprenticeship (ABC)
- Cosmetology
- Electrician Apprentice (ABC)
- Injection Mold Set-Up (Plastic)
- Maintenance Mechanic/Millwright
- Plumbing

For a complete list of more than 300 state-certified apprenticeships, visit the Wisconsin Department of Workforce Development Web site at [https://dwd.wisconsin.gov/](https://dwd.wisconsin.gov/) or call the Bureau of Apprenticeship Standards Representative at 715-874-4627 or Long.Vang@dwd.wisconsin.gov.

How to Get Started?
To start the application process, contact the local Apprenticeship Training Representative, Long Vang, at 715.874.4627. Apprenticeship requires a sponsoring employer. Students should start by learning what they can about the trade by talking to people who are in the occupation: employers, employees, high school counselors, WITC instructors and counselors, employers’ associations, and labor unions.

For more information, contact Eric Lockwood, Director, Apprenticeships and Workforce Training at 800.243.9482, Extension 4297 or go to www.witc.edu/academic-programs/find-your-program/apprenticeships

GED/HSED Completion
GED/HSED preparation is available at WITC Academic Support Centers in these communities: Ashland, New Richmond, Rice Lake, Superior, Hayward, Ladysmith, and Balsam Lake. For other current locations, visit [witc.edu](http://witc.edu). Services to adult students are generally free; however, some courses may require a $4.50 material fee.

What Is the GED?
The GED requires a student to complete a battery of five tests: Reasoning through Language Arts, Mathematical Reasoning, Science, Social Studies, and Civics.

What Is the HSED?
The High School Equivalency Diploma (HSED) is more comprehensive than the GED. The HSED requires all of the GED tests, plus:
- Verifying one-half Health credit earned in grades 7-12 or passing the additional Health test.
- Completion of Employability Activities.

Who Can Take the GED?
The GED/HSED tests may be taken if a student is a Wisconsin resident who is at least 18 1/2 years of age, or if the class with which the student entered 9th grade has graduated from high school.

Academic Calendar
An academic year at WITC consists of three semesters: fall, spring, and summer. Fall and spring semesters consist of 16 weeks and the summer semester is 8 weeks.

Start Now
WITC offers selected Start Now classes providing students the opportunity to enroll in multiple entry points within a term. Currently four, six, eight, and twelve week sessions are scheduled.

Program Sequencing
Courses are scheduled to enable full-time students, who enter the fall term (first semester) and carry a full program credit load, to complete all graduation requirements within two, three, or four semesters, depending on their program. WITC cannot guarantee that specific courses will be available as needed to students entering programs at mid-year, enrolling part-time, and/or students with non-sequenced academic schedules; nor can WITC guarantee that a program will not be suspended or discontinued prior to a student’s completion. For the most current curriculum checklists documenting specific courses needed to satisfy program requirements, go to [www.witc.edu/academic-programs/degree-programs-and-certificates](https://www.witc.edu/academic-programs/degree-programs-and-certificates), select “Curriculum” from the left navigation, and download the Curriculum Checklist from the top of the page.

Types of Courses
Technical Studies/Occupational-Specific Courses (Credit)
WITC offers hundreds of career-related courses, workshops, and conferences that can be taken for credit to enhance skills, renew certification, or lead to associate or technical degree program completion.

WITC also offers Service Learning and Work-Based Learning options. Service Learning is experiential learning that integrates community service and educational learning objectives. Work-Based Learning opportunities may include: job shadowing, internships, and clinicals, etc.

General Studies Courses (Credit)
The General Studies courses in all of our programs are designed to ensure well-rounded college graduates. These courses include communications, math, science, and social and behavioral sciences.

Note: many courses have prerequisite and/or corequisite requirements. To advance to a higher level course, a grade point of 2.0 or higher must be earned in the prerequisite course. For select courses, a grade point higher than a 2.0 is required and is noted on program and certificate pages.

Professional Development and Continuing Education Courses (Noncredit)
These courses provide students the opportunity to update their job skills, maintain licensure or certification, and gain valuable interpersonal and leadership skills. In addition, students explore non-career related interests through a wide variety of personal enrichment courses offered throughout Northwest Wisconsin. Additional information and course offerings are available online at [www.witc.edu/ce](http://www.witc.edu/ce), or students can request a printed Catalog from any campus Continuing Education office.
Customized Training for Business and Industry

WITC offers customized training solutions and technical assistance to help businesses stay competitive. Training can be scheduled at times and locations that are convenient. For more information, go to www.witc.edu/customized-training or contact:

- **Ashland and Superior:**
  800.243.9482 Ext. 6341
- **New Richmond:**
  800.243.9482 Ext. 4376
- **Rice Lake:**
  800.243.9482 Ext. 5179

Course Numbering System

WITC has an eight-digit course numbering system for all courses offered. The first two digits are the credential type, the next three digits identify the instructional area, and the last three digits identify the specific course.

For example, course number 10801136 breaks down as: 10 equals associate degree, 801 equals communications, and 136 equals English Composition 1; course number 32420332 breaks down as: 32 equals two-year technical diploma, 420 equals machine shop, and 332 equals Semi-Precision Machining.

Instruction Modes

WITC offers coursework in a variety of instructional delivery formats. Following are definitions of the various instruction modes.

**In Person**
This is the “traditional” way that classes are offered. You are expected to attend all scheduled in-person class meetings.

**Online**
This course is offered via the Internet and accessed by using a Web browser. Off-line supervised tests/exams at specified sites may be conducted in conjunction with these courses.

**Interactive Television (ITV)**
This course involves real-time live video/audio instruction via network or broadcast technology that includes students at one or more remote sites. The ITV class may be composed of students at the same site as the instructor and students at one or more remote sites. The video signals may be one-way or two-way; audio interaction is two-way. You are expected to attend all scheduled class meetings in person.

**Web Enhanced**
This course is in person but requires you to use a computer and the Internet to access course content and materials from WITC’s online learning software - Blackboard.

**Flex**
The Flex method of instruction allows you to customize class hours within the scheduled class time with an instructor present. You will work at your own pace while meeting assignment and exam due dates free of large group lectures/presentations. You are not required to attend all scheduled class times; however, you are required to complete a flex course orientation before beginning the course.

**Flex/ITV**
Flex/ITV offers multiple courses in an individualized self-study environment with real-time live video/audio instruction via network or broadcast technology that includes students at the same site as the instructor and at one or more remote sites. The video signals may be one-way or two-way; audio interaction is two-way. This allows you to customize class hours within the operational hours of the ITV/flex labs schedule with an instructor available at set times to offer face-to-face help/guidance. Although there will be no large group lectures or presentations, you will be provided with a variety of learning tools to work at your own pace while meeting assignment and exam due dates to ensure successful course completion. You are not required to attend all scheduled class times; however, you are required to attend a course orientation before beginning the course.

**Blended**
This course is 50% or less online and the remainder is in-person or flex lab. You are expected to attend all scheduled in-person class meetings. Check the class notes for details when you register.

**Blended/ITV**
This course is 50% or less online and the remainder is ITV. You are expected to attend all scheduled in-person class meetings. Check the class notes for details when you register.

**Hybrid**
More than 50% of this course is online and the remainder is in-person or through online synchronous class meetings. You are expected to attend all scheduled class meetings in person. You will need to use a computer and the Internet to access course content and materials from WITC’s online learning software - Blackboard. Check the class notes for details when you register.

**Hybrid/ITV**
More than 50% of this course is online and the remainder is real-time live video/audio instruction via network or broadcast technology that includes students at one or more remote sites. The ITV component may be composed of students at the same site as the instructor and students at one or more remote sites. The video signals may be one-way or two-way; audio interaction is two-way. You are expected to attend all scheduled class meetings in person. You will need to use a computer and the Internet to access course content and materials from WITC’s online learning software - Blackboard. Check the class notes for details when you register.

**Independent Study**
This is a self-paced format. It is your responsibility to meet with the instructor the first week of class for orientation and contract signing (instructor meeting may be through Skype web conferencing, telephone, etc.). You must be highly organized and self-motivated to succeed. Your instructor may require you to meet on a one-on-one basis at some time. Check the class notes for details when you register.

**Work Based Learning**
Work based learning is a work-based educational experience that provides you with the opportunity to work in the field that correlates with your program instruction.
Your Choice
Your Choice courses are designed for individuals who need flexibility in completing their coursework by allowing you the choice between fully classroom-based instruction including ITV/BlueJeans remote connections, fully online instruction, or a combination of the two. It is your choice to attend class in person or virtually during the scheduled class time or to complete activities and assignments online at another time. Your Choice courses provide the flexibility of online with the advantage of access to a face-to-face instructor.

High School Opportunities
Start College Now (formally known as Youth Options)
The Start College Now program allows high school students to attend a Wisconsin technical college and earn both high school and technical college credit. Students are eligible if they go to a public high school and have completed tenth grade with good academic standing, met any course prerequisites, have written approval from a parent or guardian, and have no history of disciplinary problems.

A completed Start College Now Application must be submitted to be considered for admission. This application must include all necessary signatures by the school board.

The program opens the door to greater learning opportunities for those who are motivated to get started on their careers and who are ready to try a new learning environment. Those interested must notify their local school board – using the Start College Now Application – by March 1 for the fall semester or October 1 for the spring semester. Start College Now information is also available on the WITC website at https://www.witc.edu/admissions/preparing-for-college/credit-for-prior-learning/start-college-in-high-school.

Dual (Transcribed) Credit
An actual technical college course, using college textbooks and materials, is taught to high school students in a high school setting. An agreement between the technical college and high school spells out conditions the student must meet to successfully complete the course. The course is taught by the student’s high school instructor and college credits are awarded and recorded on a technical college transcript upon successful completion of the course.

Transfer From WITC to Another Institution
Since the transfer and acceptance of credits is determined by each receiving college, WITC cannot guarantee that a student’s WITC credits will transfer. If a WITC student would like to transfer to another college or university, they will need to contact that institution for information on course transferability.

Transfer Opportunities
WITC has developed transfer agreements with four-year private colleges and universities in the University of Wisconsin System. Transfer agreements may contain course-to-course equivalencies, while others provide for a total program transfer. The Transfer Information System (TIS) Web site (https://www.wisconsin.edu/transfer/) has been developed by the University of Wisconsin System in cooperation with the Wisconsin Technical College System. The purpose of the TIS is to help students understand their options and provide information about transferring credits and programs between the two systems.

Most colleges review transcripts on an individual basis to determine which credits will transfer. Students planning to attend a four-year college or university after attending WITC should contact an admissions counselor or academic advisor at the four-year college of their choice. Requirements vary from institution to institution and an admissions counselor or academic advisor can help students plan their coursework to optimize their transfer of credit into a major.

WITC’s transfer equivalency site is intended to provide prospective transfer students with information on how courses taken previously at private Wisconsin colleges and out of state colleges will transfer to WITC. When using the course Transfer Equivalency Service (TES) students should remember: (UW Colleges are listed on a separate site named Transfer Information System [TIS])

- The information on the TES system is provided as a guide to how classes from a student’s current or former school may transfer to WITC.
- The course equivalency site lists commonly transferred courses to WITC from other institutions; the site is organized alphabetically by institution, and courses are grouped by subject area. If students do not find a course from their school listed on the site, the course may still transfer to WITC. Students should contact the campus credit for prior learning contact for assistance.
- Final determination of transfer credit acceptance is ultimately made by the campus credit for prior learning contact or registrar once admitted to a program and official transcripts of all completed coursework have been received.
- Additional schools and courses will be added on a regular basis, as students request transfer credit reviews.
- The catalog dates for each institution reflect the latest revision date for transfer equivalencies from that school.

For more information visit https://www.witc.edu/admissions/preparing-for-college/credit-for-prior-learning/transfer-credit-from-other-colleges.

Online Degree Transfer Opportunities
By combining a student’s associate degree credits with online courses, they can complete their bachelor’s degree through unique alliances with a number of colleges and universities.

For more information, visit www.witc.edu.
How to Become a WITC Student

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GETTING STARTED IS SIMPLE!

Apply Online at witc.edu/apply
The online application takes less than 15 minutes to complete. Some programs require a $30 non-refundable application fee. The online application will let you know if the fee is required.

WITC Application Dates
• On or after October 1 for the following fall term
• On or after February 1 for the following spring term
• On or after July 1 for the following summer term

Academic Admissions Requirements:
Nearly all programs at WITC have no admission testing requirements. If your program is not listed below, your next step is to schedule your admissions meeting. If you are applying to one of the programs below and don’t exactly meet one of the requirements, don’t worry. Our WITC counselors will discuss options with you at your meeting. Just bring along any transcripts you have and/or schedule a testing assessment prior to your admissions meeting, and we’ll help you through your next steps.

<table>
<thead>
<tr>
<th>Programs with Academic Range Requirements</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nursing—Associate Degree</td>
</tr>
<tr>
<td>Plumbing Apprentice</td>
</tr>
<tr>
<td>Carpentry Apprentice</td>
</tr>
<tr>
<td>Electrician Apprentice</td>
</tr>
<tr>
<td>University Transfer Degree</td>
</tr>
<tr>
<td>Associate of Arts (Tailwinds)</td>
</tr>
<tr>
<td>University Transfer Degree</td>
</tr>
<tr>
<td>Associate of Science (Tailwinds)</td>
</tr>
<tr>
<td>Students considering any of the programs listed above must take a placement assessment for admissions. Required assessment may be waived if you have an associate degree or higher, or have previous ACCUPLACER®/ACT scores.</td>
</tr>
<tr>
<td>Medical Lab Technician</td>
</tr>
<tr>
<td>Occupational Therapy Assistant</td>
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<tr>
<td>Veterinary Technician</td>
</tr>
<tr>
<td>Students considering any of the programs listed above must meet one of the following items:</td>
</tr>
<tr>
<td>• Minimum high school GPA of 2.8</td>
</tr>
<tr>
<td>• ACT score of 21</td>
</tr>
<tr>
<td>• Minimum college GPA 2.2 (min 3 cr)</td>
</tr>
<tr>
<td>• Associate or bachelor degree</td>
</tr>
<tr>
<td>• ACCUPLACER® scores</td>
</tr>
<tr>
<td>• Additional measures may be considered as determined by the counselor</td>
</tr>
<tr>
<td>Dental Assistant</td>
</tr>
<tr>
<td>Health Information Technology</td>
</tr>
<tr>
<td>Medical Coding Specialist</td>
</tr>
<tr>
<td>Medical Assistant</td>
</tr>
<tr>
<td>Pharmacy Technician</td>
</tr>
<tr>
<td>Students considering any of the programs listed above must meet one of the following items:</td>
</tr>
<tr>
<td>• Minimum high school GPA of 2.1</td>
</tr>
<tr>
<td>• ACT score of 18</td>
</tr>
<tr>
<td>• Minimum college GPA 2.0 (min 3 cr)</td>
</tr>
<tr>
<td>• Associate or bachelor degree</td>
</tr>
<tr>
<td>• ACCUPLACER® scores</td>
</tr>
<tr>
<td>• Additional measures may be considered as determined by the counselor</td>
</tr>
</tbody>
</table>

The ACCUPLACER® or ACT testing assessment may be waived if you have an associate degree or higher or have satisfactory scores that are less than five years old on a recent college entrance test such as ACCUPLACER® or ACT. Official transcripts or test results required. Schedule your placement assessment through the Student Services Office. Study First! WITC encourages all students taking the ACCUPLACER® to brush up on their skills before taking the assessment. Online study tools are available at witc.edu/apply.

Schedule and Attend an Admissions Meeting
After applying, your next step is to call the Student Services Office to schedule your admissions meeting. Going to college can be a little intimidating so we want to help you get off to a great start! The purpose of this 30-minute meeting is to connect you with all the support services available at WITC to help you have a great experience as a college student. This meeting can be scheduled in person, by phone, or via Skype.

Admissions Meeting Tips:
Bring your high school, college, or military transcripts. Note: In most cases, unofficial transcripts are accepted however, many of our allied health and public safety programs require an official transcript for admission. Official transcripts are also required to award any transfer credit. If these situations apply to you, request your official transcripts be sent directly to WITC as soon as possible.

For more information, or to schedule your assessment and/or admissions meeting, contact the Student Services Office at a campus near you. Call 800.243.9482

Ashland Student Services: Ext. 3188
New Richmond Student Services: Ext. 4145
Rice Lake Student Services: Ext. 5045
Superior Student Services: Ext. 6271
Explore the College and Careers
One of the best ways to see if WITC is a good fit is for a student to set up an appointment with an admissions advisor. They can help a student decide on a career path, explore the campus, visit program classrooms, meet instructors and current students, and much more. While not required, many students find the following experiences valuable to their career decision:

Campus Tours
Students are invited to call and set up an appointment with a campus admissions advisor for a tour of the Ashland, Rice Lake, New Richmond, or Superior campuses.
Call 800.243.9482.
Ashland - Extension 3195
New Richmond - Extension 4339
Rice Lake - Extension 5220
Superior - Extension 6243

Program Shadowing
Program shadowing is the opportunity to visit a campus and experience a program. Contact the admissions advisor at the campus of choice:
Call 800.243.9482.
Ashland - Extension 3195
New Richmond - Extension 4339
Rice Lake - Extension 5220
Superior - Extension 6243

Career Planning and Assessment
In today's world, every person's career journey follows a different path. This path is guided by an individual's past experiences and also by decisions that were made throughout their life. The staff at WITC will work to guide students down the path that will lead to the program or career that is most appropriate.

WITC offers three options to begin the career exploration journey:

1) An online career assessment questionnaire to identify which career areas might be the best fit. Explore program offerings and other career resources at www.witc.edu/careers

2) WITC offers a free One-on-One Career Exploration to help you evaluate career options. This consists of: self-assessments, personality tests, Career Clusters interest inventory, labor market trends, employability skills, goal setting, and career decision making.

3) A WITC career counselor will provide guidance in determining which careers are best suited for each individual student. Schedule an appointment with a counselor at the campus of choice. Students will be given the opportunity to complete the Myers-Briggs Type Indicator® and the Strong Interest Inventory® for a minimal fee. The counselors will discuss the results of assessments, past employment, education, personal experiences, interests, and anything else that will help students make a career choice.

Financial Aid Events
Each year in October, several campuses host a Financial Aid Event. This community service event is designed to answer questions about applying for financial aid. These informational sessions are open to anyone interested in attending any postsecondary institution. For upcoming event dates and locations, contact a financial aid advisor at the Ashland, New Richmond, Rice Lake, or Superior campus.

Admissions Process
If a student would like to enroll as a full- or part-time student in a degree or technical diploma, they must first complete the following admissions process. Admission to most degree or diploma programs will qualify students to apply for financial aid.

Complete Application for Admission
While there is no set application deadline, October 1 is the date WITC begins taking applications for the following fall term. February 1 is the date for the following spring term, and July 1 is the date for the following summer term. Students should apply early since applications are processed in the order in which they are received.

Application acceptance is based on the state technical college system’s Administrative Code, Section 10.06 and 10.07. The code ensures that all district residents (persons residing in counties within the WITC district) receive priority admission over nondistrict state residents, reciprocity students, and nonresidents.

District residents who apply on or before the following dates shall have admission priority:

- For programs commencing any time during the fall semester, the preceding January 1
- For programs commencing any time during the spring semester, the preceding May 1
- For programs commencing any time during the summer semester, the preceding October 1

After the dates specified above, district residents shall have priority equal to non-district state residents for admission to programs.

Apply online with the $30 nonrefundable fee payable by credit card or debit card. Cash or check is accepted when applying in person.

For application, visit www.witc.edu/admissions/how-to-apply.

Schedule Assessment and Admissions Meeting
Students will need to schedule a time to complete placement assessment and meet with a counselor by calling the Student Services office at the campus they plan to attend. It is recommended that students bring an Application for Admission and copies of high school and/or college transcripts to the admissions meeting.

Assessment and Preparation for Admission
The college uses the ACCUPLACER or ACT assessment results and multiple measures (high school GPA, college coursework completed, etc.) to determine skill levels and place students in courses and/or programs where they will succeed academically. Applicants to the Liberal Arts degree programs must complete the UW placement assessment instead of ACCUPLACER.

Students are placed in one of the following levels of writing, reading and math coursework based on identified placement scores: 1) Academic Support, 2) General College or 3) Technical Diploma or Associate Degree. Academic Support courses focus on the fundamentals. General College courses focus on building skills to prepare students for college level coursework. Technical diploma and associate degree courses are college level in content and rigor.

Students will be admitted to the program of their choice based on placement scores required for course placement and/or program admission and space availability (some programs will have additional requirements). Course placement and/or program admission is based on meeting established course placement/program assessment scores in writing, reading, and math.
Students who have successfully met the ACCUPLACER or ACT assessment requirements within the last five years are immediately accepted for course placement and/or program admission. Students who have earned an associate or a baccalaureate degree (with the exception of a degree earned in a foreign country) do not need to complete an assessment. The student should bring score report(s) and/or official transcripts to the admissions meeting.

Note: accommodations for assessment are available for persons with disabilities. They will need to fill out a request for accommodations and provide appropriate documentation. Students should also make an appointment to meet with the accommodations specialist on campus.

**Admissions Meeting**

Students must attend an admissions meeting with a counselor to discuss skills, strengths, expectations for college, time management, resources available, and answer any questions the student may have about program(s) and their goals. Students that have completed all of the admission requirements will be admitted to the program of their choice and placed in coursework based on their assessment.

**Transcripts**

Students are encouraged to submit official copies of all prior academic transcripts (high school, GED/HSED, college, university, and military) to the Student Services office on the WITC campus they will be attending. Students still in high school should send a transcript of their coursework along with documentation of remaining courses to be completed prior to graduation. High school students who have completed the tenth grade and are participating the Wisconsin Youth Options program may also be eligible for WITC admission. Students should check with their high school counselor or a WITC counselor for more information.

**Special Licensing Requirements**

Students will need to meet additional admission requirements for technical diplomas and associate degrees connected to state or national licensing or governed by specific state regulations. Call a campus admissions advisor for details.

**Success Strategies Courses**

Success Strategies 1, a one-credit elective (a requirement in some programs) recommended for beginning students, teaches the eight On Course Success Principles for promoting greater academic and personal achievement. These timeless principles empower students to become active, responsible partners in their own education. Success Strategies 2, a one-credit elective recommended for graduating students, applies the principles to the workplace.

**Waiting Lists**

Waiting lists are established when the number of accepted students for a program exceeds the capacity of the program. Only students who meet a program's admissions requirements are offered a place on the waiting list. Students will be offered the option of being placed on a waiting list during the admissions meeting. WITC’s policy regarding waiting lists complies with the Wisconsin Technical College System Board policy. Students may begin general studies coursework and other available classes required for a program as a pre-program student.

**Admissions Deferment**

Students who have been admitted to a program may request to defer their enrollment for one full year without having to reapply. Contact Student Services for more information.

**Declared Program Major**

Students have officially declared a major if they have paid their $30 application fee, have applied to a program, and have been accepted. When a student declares a program, they receive a variety of services that are not available to students who do not declare a program. Students with a declared program can test out of courses that are required, receive credit for prior learning, transfer credits from other institutions, and receive assistance from program advisors. Students also qualify to apply for financial aid.

**Double Program Major**

Combining two degrees or diplomas is a good way to expand a student’s career options. Students can add a second degree by filling out an application in the Student Services office. There is no additional application fee. As students complete their double major, courses in common will apply to both programs.

**Undeclared Program Major**

Students wanting to enroll in credit classes without entering a program of study will be classified in an undeclared program. Students in an undeclared program will only be allowed to enroll in courses in which required prerequisites and course placement scores are met if space is available after students with declared programs have enrolled. Students with an undeclared program do not qualify for financial aid. There is no application fee. Students will not be allowed to graduate from a program unless they have officially completed an application, paid a $30 application fee, successfully completed the admissions assessment, and interviewed with a counselor.

**Auditing Courses**

A student may audit a course to gain a general understanding of a subject matter, but only with approval from the respective instructor (or academic dean if the instructor is not available). This is dependent on the student meeting prerequisites or other course requirements.

A student must decide whether to audit a course at the time of registration and must also complete the Intent to Audit form (can be found on the student portal in a downloadable format or in hard copy from the Student Services office). A student wanting to audit a course must pay the same tuition and fees as a student enrolled for credit. Any course prerequisites must be met before registering and enrolling in an audited course. Under the 1999 Wisconsin Act 154, individuals who are 60 years of age or older are exempt from paying program fees when auditing courses, excluding community service courses and apprenticeship courses on a space-available basis. Any auditor age 60 or over must be a resident of Wisconsin and will be required to pay course material fees and all other applicable student fees.

A student does not earn course credit for auditing a course, nor is an achievement grade awarded at course end. Audited courses may not be used to satisfy the prerequisites or requirements for other courses. Courses taken on an audit basis are not part of the student’s credit load for financial aid, veterans’ benefits, or for any other purpose for which the college is asked to certify a student’s full- or part-time enrollment status.

A student auditing a course is expected to meet attendance requirements, participate in classroom and lab work, and complete all assignments, but is not required to take examinations. At course end, an audited course will reflect a “G” notation on the student’s official record and transcript for that course. A student may not change his or her course enrollment status at a later date to receive credit for an audited course.
The college administration reserves the right to restrict the auditing of any course. Audit options are provided in courses on a space-available basis. Additional course sections do not need to be created to accommodate groups of student auditors.

A course may be dropped for audit and added for credit or dropped for credit and added for audit during the first 7 calendar days from the start of the course. Courses added for audit require students to complete an Intent to Audit form.

**International Student**
Wisconsin Indianhead Technical College (WITC) is authorized under United States Federal Law, Immigration and Nationality Act, Section (101)(a)(15)(F) to enroll non-immigrant alien students. Students are required to follow the regular admission procedures, provide a TOEFL (Test of English as a Foreign Language) score if a non-native speaker, a certificate of health and accident insurance, statement of financial resources to support education costs, and request a Certificate of Eligibility (Form I-20) from the college. International students must also take the College's admission assessment.

International students will be admitted to associate degree or technical diploma programs on a space available basis. Wisconsin residents will be given preference in admissions to all programs. The process takes at least 120 days. Plan ahead and refer to the WITC Web site for international student details.

**Requirements for Admission**
WITC has an open admissions policy to enroll in the college. Additional requirements vary by program. Students should check with an admissions advisor at the appropriate campus. For more information, go to www.witc.edu.

**Grade Point Average (GPA) Requirements**
WITC does not require a specific GPA for admission, however, an admissions assessment is required. Resources are available to develop needed skills for completion of the admissions assessment. In addition, the Academic Support Center on each campus has a variety of refresher courses that students can take before enrolled or while enrolled to enhance their academic and study skills.

**Credit for Prior Learning**
Credit for prior learning is the term used to describe credit awarded for prior skills and knowledge in the following categories:
- Subject area competency demonstrated by passing a district or national examination
- Previous work experience, education or training, or other prior learning comparable in content and rigor to specific technical college course(s)

The criterion for awarding credit for prior learning is based on competencies previously attained and equivalent to WITC course competencies. These credits may be used in place of selected WITC course requirements if the competencies gained are equivalent to the WITC curriculum outcomes. Students may apply for credit for prior learning after they are admitted to a specific program.

At least 25 percent of technical studies credits in an associate degree program or 25 percent of occupational-specific credits in a technical diploma program must be earned at WITC. The college has developed policies and procedures governing the evaluation of credit for prior learning applications. Students are responsible for requesting credit. For more information, contact a Credit for Prior Learning Contact at the appropriate campus.

**Experiential Learning**
A student will be awarded credit for a WITC course(s) for previous work experience, business and industry training, military education or experience, or other prior learning determined by the academic dean as comparable in content and level of rigor.

**Experiential Learning Portfolio**
- WITC will award credit for prior learning to students who demonstrate mastery of WITC course competencies through a portfolio that documents experience or education or a combination thereof; mastery of course competencies is defined as 80 percent.
- Portfolio must be developed following WITC Experiential Learning/Portfolio Evaluation Procedures and Portfolio Format and Guidelines.
- There is a nonrefundable $90 fee for each evaluation.
- This is not an option for a course previously attempted and unsuccessfully completed.
- Students currently enrolled in the course in which they are seeking experiential credit will have 7 calendar days from the start of the class to receive a full (100 percent) tuition refund. Requests for tuition refunds made after this date will be refunded using the WTCS state-mandated Fee Refund Policy.
- Students may resubmit a portfolio for the same course after one year from the date of the first attempt.

**Skills-Based Assessment**
- WITC will award credit for prior learning to students who demonstrate subject-area competency through written, oral, performance, or practical exam, as well as an interview or any combination of these methods; mastery of course competencies is defined as 80 percent.
- Student must pass the written exam at 80 percent, if applicable, prior to meeting with the instructor to demonstrate skills.
- Student meets with an instructor to demonstrate skills that meet the competencies of the specific WITC course(s).
- There is a nonrefundable $90 fee for each evaluation.
- This is not an option for a course previously attempted and unsuccessfully completed.
- Students currently enrolled in the course in which they are seeking experiential credit will have 7 calendar days from the start of the class to receive a full (100 percent) tuition refund. Requests for tuition refunds made after this date will be refunded using the WTCS state-mandated Fee Refund Policy.

**Credit by Exam**

**WITC Challenge Exams**
- WITC will award credit for prior learning to students who demonstrate mastery of course competencies through an exam not requiring instructor proctoring; mastery of course competencies is defined as 80 percent.
- Students are assessed a nonrefundable $50 fee prior to taking an exam.
- Students not enrolled in the course may take the exam at any time.
- Students currently enrolled in the course may only take the challenge exam during the first seven calendar days from the start of the course; if successful, student must request a withdrawal from the course and will be given a full (100 percent) refund.

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requirement at one WTCS institution will fulfill the same general education requirement term. For a student transferring from one WTCS college to another, credit awarded must be equivalent to the WITC curriculum outcomes. Students may need to complete additional general studies science courses. Students who have a postsecondary or professional degree from a nationally or regionally accredited institution will receive credit for WITC associate degree general studies requirements. Students who qualify for 21 general studies credits may need to complete some additional general studies requirements based on documented program-specific general studies requirements. For example, a student with a business degree seeking to enroll in a WITC health occupations program may need to complete additional general studies science courses. Students with credits earned at WTCS or non-WTCS colleges:

- Must request an official transcript be sent to the Student Services office
- Will not be assessed additional fees for credit evaluation
- Will only be awarded credit for coursework with a minimum grade point of 2.0 on a 4.0 scale
- Will be awarded credit on a semester credit basis (quarter credits will be evaluated for competency and equivalency and granted accordingly)

- Associate degree students must complete 25% of technical studies and technical diploma students must complete 25% of occupational-specific credits through coursework. WITC will evaluate occupational-specific and general education credits earned as part of a technical diploma program or career pathway based on course competencies if students seek to transfer these credits as counting toward completion of an associate degree program.

Postsecondary Credits Earned at Non-WTCS Colleges
WITC awards credit for prior learning coursework from a nationally or regionally accredited institution. Coursework will be evaluated to determine the extent the credits apply to program requirements, general studies requirements, or other WITC program-specific graduation requirements. Students who have a postsecondary or professional degree from a nationally or regionally accredited institution will receive credit for WITC associate degree general studies requirements. Students who qualify for 21 general studies credits may need to complete some additional general studies requirements based on documented program-specific general studies requirements. For example, a student with a business degree seeking to enroll in a WITC health occupations program may need to complete additional general studies science courses. Students with credits earned at WTCS or non-WTCS colleges:

- Must request an official transcript be sent to the Student Services office
- Will not be assessed additional fees for credit evaluation
- Will only be awarded credit for coursework with a minimum grade point of 2.0 on a 4.0 scale
- Will be awarded credit on a semester credit basis (quarter credits will be evaluated for competency and equivalency and granted accordingly)

- Associate degree students must complete 25% of technical studies and technical diploma students must complete 25% of occupational-specific credits through coursework. WITC will evaluate occupational-specific and general education credits earned as part of a technical diploma program or career pathway based on course competencies if students seek to transfer these credits as counting toward completion of an associate degree program.

Registered Apprenticeship
When a student enrolls, WITC will award credit for the successful completion of a WTCS program of apprentice-related technical instruction and possession of Certificate of Apprenticeship issued by the Wisconsin Department of Workforce Development Bureau of Apprenticeship Standards (DWD-BAS) as fulfilling the 39-credit minimum Technical Studies requirement of the Technical Studies – Journey Worker Associate of Applied Science degree. The WTCS apprenticeship program must include at least 400-hours of prescribed apprentice-related technical instruction to fulfill the 39-credit minimum.

Advanced Sequential Courses
Credit for prior learning may be awarded for prerequisite coursework based on successful completion of advanced sequential courses.

- At the student's request and approval of the academic dean, permission may be given to enroll in an advanced sequential course
- Prerequisite credit will be posted to the student's academic record and will appear on the student transcript only after successful completion of the advanced sequential course
- Fees are not charged for credit granted through advanced sequential courses

WITC will reevaluate credits awarded as fulfilling program course requirements to determine their applicability to new program requirements other than those considered as general education. Additional documentation to assist in the reevaluation of the prior learning experiences may be required.

WITC will evaluate occupational-specific and general education credits earned as part of a technical diploma program or career pathway based on course competencies if students seek to transfer these credits as counting toward completion of an associate degree program.
Course Substitution
A student may be awarded substitution credit for coursework completed at WITC in a prior term to substitute for comparable coursework in current plan or by requesting approval to enroll in a different course than required in the approved program plan.

- Student must be admitted to a program plan (cannot be preplan)
- Academic deans review and approve course substitution requests
- Course substitutions are processed after a grade is received
- Course substitutions are only reflected on the advisement transcript; the official transcript reflects actual coursework completed

High School Credits
High school students will be awarded WITC college credit by successfully completing high school courses, including coursework completed by home-school students, that WITC deems comparable in scope and content to a specific WITC course(s) as follows:

**High School Articulated Coursework**
A student will be awarded credit for a specific WITC course(s) under the following conditions:

- The high school courses have been identified through an articulation agreement as comparable to the specific WITC course(s)
- The student presents appropriate documentation of high school course(s) completed with a minimum of 3.0 on a 4.0 scale
- WITC will award credit for high school coursework articulated between a high school and WTCS colleges covered by an articulation agreement toward completion of a comparable WITC course(s) for students transferring from one technical college to another, credit awarded for high school coursework covered by an articulation agreement at the originating technical college will be accepted as credit toward completion of a comparable course(s) by the receiving technical college

**Youth Apprenticeship**
A student who has completed a state-approved youth apprenticeship will be awarded credit for a specific WITC course(s) under the following conditions:

- The student presents appropriate documentation of successful completion of the youth apprenticeship program
- Associate degree students must complete 25% of technical studies and technical diploma students must complete 25% of occupational-specific credits through coursework taken at WITC

**Other Advanced High School Coursework (includes home-school)**
A student may be awarded credit from WITC for a specific course(s) by presenting appropriate documentation of completion of one or more advanced high school courses, with a 3.0 on a 4.0 scale, that have not been identified through an articulation agreement; WITC deems the coursework comparable to a specific WITC course(s).

Registration/Enrollment
Registration is the process of signing up for classes. All students must complete the registration process whether or not they are admitted to a program. All WITC students must be in good financial standing with the college to register.

For each group below, enrollment dates, curriculum checklist, suggested course schedules, and other registration information is available online at www.witc.edu/registration.

**Students new to a degree or diploma program**, must first complete the admissions process. When they have been admitted into a program, they will be notified if they need to attend an orientation for their program.

**Students continuing in a program** are encouraged to meet with their academic advisor, at which time the advisor will help them select courses.

**Students that have not been active in their program for a semester or longer (excluding summer)** should contact an admissions advisor for information on reentry.

Registration times and dates for students not pursuing a diploma will vary depending on whether classes are credit or noncredit. See witc.edu and click on “ClassFinder” for more information.

New Student Orientation
This orientation provides an opportunity to learn about academic and student services needed as a first term new program student at WITC. Topics will include technology, campus life, student code of conduct, expectations, and college policies. In person orientations will be offered at each of our campuses prior to term start. Students will meet with college staff, academic advisors, and have an opportunity to meet fellow students. WITC also offers an online New Student Orientation available 24/7 at www.witc.edu/admissions/how-to-apply/orientation.

Online Learning Orientation
The Online Learning Orientation is designed to acquaint students with the technologies and resources needed to successfully complete their program plan. This information is useful to students as they begin their coursework at WITC. Students should allow ample time to complete this orientation prior to the start of classes. To complete the orientation, visit: https://www.witc.edu/admissions/how-to-apply/orientation.

Class Expectations
At the beginning of each course, instructors will provide each student with a syllabus outlining the course requirements and expectations. Each syllabus will provide the following information:

- Course information (title, number, and credits/hours)
- Course description
- Course competencies and related collegewide and program outcomes
- Instructor contact information and office hours
- Required textbooks and supplies
- Assessment procedures and grading information
- College policies
- Course-specific policies
Student Academic Appeals

Students attending Wisconsin Indianhead Technical College may appeal a variety of decisions made by the college that directly impact their academic standing or progress, such as:

- Final grades in course(s)
- Credit for prior learning (including transfer credit, challenge exams, and work/life experiences)
- Satisfaction of graduation requirements

The relationship between a student and faculty member in the classroom is the most important relationship within the college structure. Students and faculty are expected to first attempt to resolve the issue on an informal basis.

Student Rights

- The right to appeal institutional decisions that affect their academic standing or progress.
- The right to present information relevant to the appeal.
- The right to appear with an advisor. Since this appeal process is not a judicial process, no legal representation is part of the process. The appeal process is an educational process. The student’s advisor must be selected from the College. This advisor may be a counselor, instructor, dean, or other College staff member. The advisor may attend informal and formal appeal proceedings to counsel the student and suggest questions.

Students in the Division of Allied Health, EMS, and Nursing or the Law Academy should refer to their program handbooks for guidance on academic appeals. Owing to requirements placed on programs by external accrediting bodies, those requirements may supersede the processes described here; students in these programs must follow the processes described in their program handbooks.

Time Frame

- For issues related to final course grade, if no satisfactory resolution is achieved informally, students must submit the Academic Appeals Request Form no later than six weeks from the end of the course.
- For issues related to credit for prior learning or satisfaction of graduation requirements, students must submit the Academic Appeals Request Form no later than six weeks after the action was communicated to the student.

Informal Review

- Before any formal grade appeal is filed, it is required that students meet with the faculty member to clarify and to attempt to resolve the disputed grade. Students with credit for prior learning or satisfaction of graduation requirement appeals must contact the Registrar to discuss the issue.
- In the event that a final grade issue cannot be resolved with the faculty member, the student must contact and meet with the faculty member’s Associate Dean or designee to attempt to resolve the issue. If credit for prior learning or satisfaction of graduation is the issue, move directly to the Formal Review.

Formal Review

If the issue is still not resolved, the student may file a formal appeal:

1. The student may appeal a grade granted by any faculty member of any course, based on one or more of the following:
   a. A mathematical error in the calculation of the grade
   b. The assignment of a grade to a particular student by application of more exacting or demanding standards than were applied to other students in the same section of the same course, in the same semester, with the same faculty member
   c. The assignment of a grade to a particular student on some basis other than performance in the course
   d. The assignment of a grade by a substantial departure from the faculty member’s previously announced standards for that course

2. The student must submit a formal, written appeal utilizing the WITC Academic Appeals Request Form with any appropriate supporting documentation to the Vice President, Academic Affairs. The WITC Academic Appeals Request Form is found in hard copy from the Student Services office.

3. The Vice President, Academic Affairs will conduct a preliminary review of the request to determine if the appeal meets the prescribed standards for an appeal. The Vice President, Academic Affairs will notify the student within five (5) business days if the appeal has no merit. The decision of the Vice President, Academic Affairs is final.

4. If the appeal has merit, an Academic Appeals Committee appointed by the Vice-President, Academic Affairs will then review the appeal to determine if it merits further consideration. The Academic Appeals Committee is appointed by the Vice President, Academic Affairs. Committee members will be selected to provide objectivity and/or relevant knowledge or experience.
   a. If the appeal has no merit, all persons involved in the appeal will be notified within 14 business days of receipt of written appeal. The appeal will be dropped at this point. The decision will be final.
   b. If the appeal has merit, the Committee will:
      1) Act on the appeal within 30 days of the decision to investigate the appeal. The Committee will schedule a hearing at the student’s campus to make it convenient for the student to attend part of the review. This scheduled date is communicated to all involved parties.
      2) The Committee reviews the appeal and conducts a hearing with the student and other appropriate staff (if necessary).
      3) The Committee will deliberate and make the final decision on the matter, preferably by group consensus. If consensus cannot be reached, a vote will be taken. A majority vote decides the appeal. All discussions will be kept confidential by group members.
      4) Within five business days of the Committee’s action, the student will be mailed a letter from the Registrar outlining the decision.
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General Studies

Campuses: Ashland, New Richmond, Rice Lake, Superior

General Information

General Studies offers courses in communication, mathematics, science, social science, and behavioral science that provide the foundation for degree, certificate, and diploma programs at WITC. A General Studies certificate is also offered.

Prepared Learner courses equip students with the skills necessary to master college-level curricula. Academic history, self-awareness, and/or length of time away from formal education steer students to these courses. Prepared Learner courses carry college credits and are eligible for financial aid. They cannot be counted for degree credit.

Academic Support offers individualized and group instruction in English, social studies, science, reading, mathematics, English Language Learning (ELL), civics, health, career exploration, and employability skills. Persons may attend classes to prepare for entry into specific WITC courses, to receive academic support with current program course materials, to prepare for employment, to increase knowledge of oral and written communication, and to fulfill personal goals. GED/HSED preparation and testing services are also available.

University Transfer Courses and Degrees

WITC is collaborating with Nicolet College to offer all those at WITC a full slate of Liberal Arts courses. Many Nicolet courses are provided IPV to each of our main campuses, while others are offered online. The combination of WITC General Studies courses and Nicolet courses enable a WITC student to work toward a full Associate of Arts or Associate of Science degree, while still living, working and going to school near home. For more information, see the University Transfer degree pages (pp. 44-47).

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Science

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<td>10809166</td>
<td>Introduction to Ethics: Theory and Application</td>
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<td>Introduction to Diversity Studies</td>
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<td>10809174</td>
<td>Social Problems</td>
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<td>Introduction to Sociology</td>
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Behavioral Science

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<td>Working Smart</td>
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<tr>
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<td>Applied Information Resources</td>
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</table>

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better unless otherwise specified by program requirements.

Academic Support Courses

Various levels of coursework are offered in the following areas:

- English
- Social Studies
- Science
- Reading
- Mathematics
- English Language Learning (ELL)
- Civics
- Health
- Employability Skills
- GED/HSED Orientation
Communication

108001136
English Composition 1 - Credits: 3
This course is designed for learners to develop knowledge and skills in all aspects of the writing process. Planning, organizing, writing, editing and revising are applied through a variety of activities. Students will analyze audience and purpose, use elements of research, and format documents using standard guidelines. Individuals will develop critical reading skills through analysis of various written documents.

108001196
Oral/Interpersonal Communication - Credits: 3
Focuses upon developing speaking, verbal and nonverbal communication, and listening skills through individual presentations, group activities, and other projects.

108001197
Technical Reporting - Credits: 3
Prepare and present written, oral, and visual communication products, including instructions, proposals, informal and formal reports. Produce clear, usable communication by incorporating design principles, arranging content to satisfy diverse audience needs, and presenting visuals for various contexts. Designed as an advanced course to develop collaborative communication practices, information literacy skills, and ethically responsible professional communication strategies.

108001198
Speech - Credits: 3
Explores the fundamentals of effective oral presentation to small and large groups. Topic selection, audience analysis, methods of organization, research, structuring evidence and support, delivery techniques, and other essential elements of speaking successfully, including the listening process, form the basis of the course.

328001361
Applied Communications - Credits: 2
This basic communication course focuses on effective listening, speaking, reading, and writing in life and at work. Students demonstrate their skills both individually and in groups. Students also produce such employment documents as a cover letter, a resume, and a preliminary job portfolio.

328001362
Advanced Communication Skills - Credits: 2
This course focuses on building effective professional and personal communication skills. Students will practice, prepare, and deliver program-specific written documents, presentations, and interpersonal communication scenarios for diverse audiences. The course also examines the nature of communication and engagement, and includes best practices in Computer-Mediated Communication. PREREQUISITE: 328001361 Applied Communications.

10831103
Intro to College Writing - Credits: 3
This transitional course prepares the student for enrollment in English Composition 1 and introduces basic principles of composition, including organization, development, unity, and coherence in paragraphs and multi-paragraph documents.

10831104
Intro to College Reading - Credits: 2
Provides learners with opportunities to develop and expand reading skills including comprehension and vocabulary. Learners apply reading skills to academic tasks and read to acquire information from a variety of sources.

76851740
Writing Foundations
Writing Foundations is a course designed to improve a student's writing skills to prepare the student for success in Intro to College Writing. Completing the course with a grade of C or higher will allow a student to enter Intro to College Writing.

76851750
Writing Foundations for Trades
Writing Foundations for Trades is a course designed to improve a student's writing skills to prepare the student for success in trades programs.

76858740
Reading Foundations
Reading Foundations is a course designed to improve a student's reading skills to prepare the student for success in Intro to College Reading. Completing the course with a grade of C or higher will allow a student to enter Intro to College Reading.

Mathematics

10804113
College Technical Mathematics 1A - Credits: 3
Topics include: solving linear equations, graphing, percent, proportions, measurement systems, computational geometry, and right triangle trigonometry. Emphasis will be on the application of skills to technical problems. Successful completion of College Technical Mathematics 1A and College Technical Mathematics 1B is the equivalent of College Technical Mathematics 1.

10804114
College Technical Mathematics 1B - Credits: 2
This course is a continuation of College Technical Mathematics 1A. Topics include: performing operations on polynomials, solving quadratic and rational equations, formula rearrangement, solving systems of equations, and oblique triangle trigonometry. Emphasis will be on the application of skills to technical problems. Successful completion of College Technical Mathematics 1A and concurrent enrollment in College Technical Mathematics 1B is required for this course.

110004118
Intermediate Algebra with Applications - Credits: 4
This course offers algebra content with applications. Topics include properties of real numbers, order of operations, algebraic solution for linear equations and inequalities, operations with polynomial and rational expressions, operations with rational exponents and radicals, algebra of inverse, logarithmic and exponential functions. PREREQUISITE: 10843109 Pre-Algebra or any associate degree or college parallel level WTCs mathematics course.

10804123
Math with Business Applications - Credits: 3
This course integrates algebraic concepts, proportions, percents, simple interest, compound interest, annuities, and basic statistics with business or consumer scenarios. It also applies math concepts to the purchasing/buying and selling processes.

10804133
Mathematics and Logic - Credits: 3
Students will apply mathematical problem solving techniques. Topics will include symbolic logic, sets, algebra, Boolean algebra, and number bases.

10804134
Mathematical Reasoning - Credits: 3
All college students, regardless of their college major, need to be able to make reasonable decisions about fiscal, environmental, and health issues that require quantitative reasoning skills. An activity based approach is used to explore numerical relationships, graphs, proportional relationships, algebraic reasoning, and problem solving using linear, exponential and other mathematical models. Students will develop conceptual and procedural tools that support the use of key mathematical concepts in a variety of contexts. This course may be used as the first part of a two part sequence that ends with Quantitative Reasoning as the capstone general education math requirement.

10804138
Math for Health Professionals - Credits: 2
Following an arithmetic review, this course emphasizes those mathematical skills necessary for success in the nursing field and related health occupations. Emphasis will be placed on computational skills and applications of rational numbers; problem solving skills with ratios, proportions, and percents; basic principles and applications of algebra, graphing, and statistics; measurement skills in U.S. customary and metric systems as well as apothecary and household systems; and the use of calculators as a tool.

10804139
Introductory Statistics - Credits: 3
Topics taking Introductory Statistics display data with graphs, describe distributions with numbers, perform correlation and regression analyses, and design experiments. Topic probability and distributions to make predictions, estimate parameters, and test hypotheses. They draw inferences about relationships including ANOVA. Recommended Prerequisite: Introductory course on computer Math to include spreadsheets. PREREQUISITE: 10843109 Pre-Algebra or any associate degree or college parallel level WTCs mathematics course.

10804196
Trigonometry with Applications - Credits: 3
This course covers practical applications of whole numbers, fractions, decimals, percent, proportion, and formula evaluation. The course also includes measurement, U.S. and metric systems of measurement, and basic geometry.

10804303
Applied Math - Credits: 2
This course is a continuation of Applied Math. A more thorough coverage of solving equations and rearranging formulas with special applications to formulas used in the mechanical technician programs. Other topics include a study of solid geometry and direct and inverse proportions for work with hydraulic and transmission studies. The course is team-taught with the core instructor and direct application of math skills taught will be assessed in the math class and during time spent with the core instructor. PREREQUISITE: 10843043 Applied Math.

10804325
Applied Technical Math 1 - Credits: 3
This technical diploma course begins with a short review of basic arithmetic skills and continues with the application of these skills. Problem solving involving fractional and decimal dimensions is emphasized. The course also includes introductory algebra with emphasis on utilization of formulas including work with signed numbers. First-degree equation solution is also emphasized.

10804334
Applied Technical Math 2 - Credits: 2
This technical diploma course is a continuation of Applied Technical Math 1. Topics covered include the basic geometry of plane and solid figures, right-triangle trigonometry, oblique-triangle trigonometry, and applications of these topics to trade and industry programs. PREREQUISITE: 10843243 Applied Technical Math 1.

10804335
Advanced Technical Math - Credits: 3
This technical diploma course is a continuation of Applied Technical Math 1. Topics covered include the basic geometry of plane and solid figures, right-triangle trigonometry, oblique-triangle trigonometry, and applications of these topics to trade and technical programs. Additional topics covered in this course are program specific. These topics include applications to machine shop formulas, Cartesian coordinates, point-to-point programming, land-surveying mathematics, and framing-square calculations. PREREQUISITE: 32804352 Applied Technical Math 1.

10834109
Pre-Algebra - Credits: 3
Provides an introduction to algebra. Includes operations on real numbers, solving linear equations, percent and proportion, and an introduction to polynomials and statistics. Prepares students for elementary algebra and subsequent algebra related courses. This course cannot be used to meet any General Studies course requirement for graduation in a program.

76854745
Math Foundations
Math Foundations is a course designed to improve a student's math skills to support their success in Pre-Algebra. Students will be able to co-enroll in Pre-Algebra. Completing the course with a grade of C or higher should prepare a student to successfully complete their Pre-Algebra course.

76854740
Math Foundations for Health
Math Foundations for Health is a course designed to improve a student's math skills to prepare the student for success in health programs.

76854750
Math Foundations for Trades
Math Foundations for Trades is a course designed to improve a student's math skills to support their success in Applied Math or Applied Technical Math 1. Students in Math Foundations for Trades will be able to co-enroll in Applied Math or Applied Technical Math 1. Completing the course with a grade of C or higher should prepare a student to successfully complete their Applied Math or Applied Technical Math 1 course.
General Studies Course Descriptions

Science

10806105 Principles of Animal Biology - Credits: 4
Introductory course focusing on general biological principles, cell structure and function, genetics, comparative anatomy and physiology, evolution, and ecosystems. Includes dissection of various fresh and preserved materials. This course is appropriate for OTA, AODA and other allied health students. PREREQUISITE: Admission to Veterinary Technician or Veterinary Assistant.

10806112 Principles of Sustainability - Credits: 3
Prepares the student to develop sustainable literacy, analyze the interconnections among the physical and biological sciences and environmental systems, summarize the effects of sustainability on health and well-being, analyze connections among social, economic, and environmental systems, employ energy conservation strategies to reduce the use of fossil fuels, investigate alternative energy options, evaluate options to current waste disposal and recycling in the U.S., and analyze approaches used by your community to promote and implement sustainability.

10806114 General Biology - Credits: 4
Introduces general biological concepts and principles. Emphasis is on cell structure and function, genetics, evolution, and taxonomical relationships. Consideration is also given to diversity among the various kingdoms.

10806134 General Chemistry - Credits: 4
Covers the fundamentals of chemistry. Topics include the metric system, problem solving, periodic relationships, chemical reactions, chemical equilibrium, properties of water, acids, bases, and salts; and gas laws.

10806140 Chemistry - Credits: 1
This is a combined lecture/laboratory course for those entering health occupations programs. You will study chemical bonds and the solution process; chemical reactions and chemical equilibria; and acids and bases. You will participate in labs where appropriate. No previous background in chemistry is required. Good math skills are helpful.

10806173 Pathophysiology - Credits: 3
This introductory course in pathophysiology covers topics related to alterations of homeostasis and the associated pathophysiological processes. Course studies include the processes involved that generate illness; signs and symptoms of commonly occurring illness states; and effects of disease processes on the cell. Review of normal homeostatic mechanisms is included. Study of these fundamental processes in relation to the pathophysiological processes can enable the students to apply this knowledge to clinical situations. PREREQUISITES: 10806179 Advanced Anatomy and Physiology and 10806177 Microbiology.

10806177 General Anatomy and Physiology - Credits: 4
Examines basic concepts of human anatomy and physiology as they relate to health sciences. Using a body systems approach, the course emphasizes the interrelationships between structure and function at the gross and microscopic levels of organization of the entire human body. It is intended to prepare health care professionals who need to apply basic concepts of whole body anatomy and physiology to informed decision-making and professional communication with colleagues and patients. This course includes a one-credit lab component that supports the course objectives. (This course also provides the foundation, and is prerequisite to, Advanced Anatomy and Physiology.) NOTE: Successful completion of a chemistry course within the last five years is highly recommended.

10806179 Advanced Anatomy and Physiology - Credits: 4
Advanced Anatomy and Physiology is the second semester in a two-semester sequence in which normal human anatomy and physiology are studied using a body systems approach with emphasis on the interrelationships between form and function at the gross and microscopic levels of organization. Instructional delivery within a classroom and laboratory setting. Experimentation within a science lab will include analysis of cellular metabolism, the individual components of body systems such as the nervous, neuromuscular, cardiovascular, and urinary. Continued examination of homeostatic mechanisms and their relationship to fluid, electrolyte, acid-base balance and blood. Integration of genetics human reproduction and development are also included in this course. PREREQUISITE: 10806177 General Anatomy and Physiology, preferably within the last five years.

10806197 Microbiology - Credits: 4
Examines microbial structure, metabolism, genetics, growth and the relationship between humans and microorganisms. Addresses disease production, epidemiology, host defense mechanisms and the medical impact of microbes. Examines the role of microbes in the environment, industry, and biotechnology. This course includes a one-credit lab component that supports the course objectives. PREREQUISITE: 10806177 General Anatomy and Physiology, preferably within the last five years.

10806198 Human Biology - Credits: 4
This is an introductory course that emphasizes the structure of the human body and the functional interrelationships of the body's systems. Consideration is given to the human body and disease, human genetics, human ecology, and the role that humans play in the environment. The course consists of three hours of lecture and two hours of lab per week. NOTE: this course does not meet requirements for or substitute for General Anatomy and Physiology or Anatomy & Physiology 1 and II.

Social Science

10809122 Introduction to American Government - Credits: 3
Introduces American political processes and Institutions. Focuses on rights and responsibilities of citizens and the process of participatory democracy. Learners examine the complexity of the separation of powers and checks and balances. Explores the role of the media, interest groups, political parties, and public opinion in the political process. Also explores the role of state and national government in our federal system.

10809166 Introduction to Ethics: Theory and Application - Credits: 3
This course provides a basic understanding of the theoretical foundations of ethical thought. Diverse ethical perspectives will be used to analyze and compare relevant issues. Students will critically evaluate individual, social and/or professional standards of behavior, and apply a systematic decision-making process to these situations.

10809172 Introduction to Diversity Studies - Credits: 3
Introduces learners to the study of diversity from a local to a global environment using a holistic, interdisciplinary approach. Encourages self-exploration and prepares the learner to work in a diverse environment. In addition to an analysis of majority/minority relations in a multicultural context, the primary topics of race, ethnicity, age, gender, class, sexual orientation, disability, religion are explored.

10809174 Social Problems - Credits: 3
Explores the causes of and possible solutions to selected social problems, such as inequality, crime and deviance, poverty. Students will examine the interrelationship of social problems and their roots in fundamental societal institutions.

10809195 Economics - Credits: 3
This course is designed to give an overview of how a market-oriented economic system operates, and it surveys the factors which influence national economic policy. Basic concepts and analyses are illustrated by reference to a variety of contemporary problems and public policy issues. Concepts include scarcity, resources, alternative economic systems, growth, supply and demand, monetary and fiscal policy, inflation, unemployment and global economic issues.

10809196 Introduction to Sociology - Credits: 3
Introduces students to the basic concepts of sociology: culture, socialization, social stratification, multi-culture, and the five institutions, including family, government, economics, religion, and education. Other topics include demography, deviance, technology, environment, social issues, social change, social organization, and workplace issues.
**Behavioral Science**

**10809159 Abnormal Psychology - Credits: 3**

The course in Abnormal Psychology surveys the essential features, possible causes, assessments, and treatment of mental health challenges from the viewpoint of the major historical and theoretical perspectives in the field. Students will be introduced to the diagnostic system of the Diagnostic and Statistical Manual of Mental Disorders. Biological, psychological, and socio-cultural perspectives in understanding and responding to abnormal behavior will be addressed, as well as current topics and issues. PREREQUISITE: 10809198 Introduction to Psychology.

**10809188 Developmental Psychology - Credits: 3**

Developmental Psychology is the study of human development throughout the lifespan. This course explores developmental theory and research with an emphasis on the interactive nature of the biological, cognitive, and psychosocial changes that affect the individual from conception to death. Application activities and critical thinking skills will enable students to gain an increased knowledge and understanding of themselves and others.

**10809196 Introduction to Psychology - Credits: 3**

This introductory course in psychology is a survey of the multiple aspects of human behavior. It involves a survey of the theoretical foundations of human functioning in such areas as learning, motivation, emotions, personality, deviance and pathology, physiological factors, and social influences. It directs the student to an insightful understanding of the complexities of human relationships in personal, social, and vocational settings.

**32809380 Applied Interpersonal Skills - Credits: 2**

Improve interpersonal and intrapersonal skills in high demand by employers to enhance life-long learning both professionally and personally. Areas that are highlighted include providing excellent customer service in a diverse workplace, working ethically, improving motivation, applying critical thinking skills, and managing difficult situations.

**Interdisciplinary**

**10890100 Success Strategies - Credits: 1**

This course is designed to facilitate greater learner success affecting the academic, professional, and personal lives of students.

**10890116 Job Quest - Credits: 1**

Develop documents and skills to seek, obtain, and retain employment. Strengthen your professional image by developing self-awareness of elements affecting interpersonal and work relationships. Guidelines for determining appropriate grooming, dress, and poise will be covered. Personal life management along with career/life goal setting will be reinforced. This class should be taken in the last semester of the program.

**10890120 Service Learning - Credits: 3**

This course is designed to provide students with work experience in community settings. Students plan and participate in activities that address community needs and develop their academic, program, and core ability skills. Students will log and journal experiences to reflect their learning and may develop a portfolio to document skill development.

**30890320 Working Smart - Credits: 1**

This course will work in collaboration with student internship, second 8 weeks, to address employability skills in a natural, work-based learning environment. Students will continue the development and enhancement of job seeking skills, while practicing job retention skills such as problem solving, time management, accountability, self-awareness and working relationships. COREQUISITES: 30109330 Hospitality Applications, 30109331 Safety and Sanitation Fundamentals and 30109332 Guest Relations Fundamentals.

**32890305 Applied Information Resources - Credits: 2**

This course will allow the learner to develop skills in research, evaluation, selection, and preparation of information resources useful to their career area. Learners will use various information resources, including computer software applications to develop sound information research strategies. Learners will be exposed to ethical use of information, information provided by various methods and stored in various management formats, communicating by e-mail, developing search and selection of information resources, analysis, and use of results. This discussion- and lab-based course will use individual and group work to search and share information resources. Competencies learned in this course will be able to be applied in other courses within your program and will continue to be valuable in lifelong learning. You should have experience in keyboarding and basic computer skills for this course.

**10835103 Study Skills - Credits: 1**

This course provides learners with strategies to develop study skills for success in college. Through hands-on experiences, learners will apply study skills, learn how to think critically, and use information resources and technology. This course cannot be used to meet any General Studies course requirements for graduation in a program.
General Studies Certificate
17-801-2 Technical Certificate

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*
Outreach Centers: Hayward*, Ladysmith*

*Combination of Online, Your Choice, In-Person, or ITV (Interactive Television) instruction

Overview
The General Studies certificate is designed for students who would like to take introductory courses before deciding on a technical diploma or associate degree program. It provides time to develop learning skills and clarify career/educational goals while earning credits that may be applied to a WITC program.

Special Features
Some credits may also be transferable to other technical colleges, the UW System, or private four-year colleges. Check with the other college for more information.

How to Apply
Complete the online application or contact Student Services. When completing an online application, select the General Studies Certificate program from the program of choice dropdown list.

Outcomes
The General Studies certificate will help you:
• Develop learning skills
• Clarify career/educational goals
• Recognize and be more aware of their abilities
• Complete general education requirements prior to choosing their program
• Match their interests and abilities to today’s technical careers
• Improve their study habits, writing skills, academic performance, and employability skills

Related Programs
• University Transfer Degree - Associate of Arts
• University Transfer Degree - Associate of Science

University Transfer Courses and Degrees
WITC is collaborating with Nicolet College to offer all those at WITC a full slate of Liberal Arts courses. Many Nicolet courses are provided IPV to each of our main campuses, while others are offered online. The combination of WITC General Studies courses and Nicolet courses enable a WITC student to work toward a full Associate of Arts or Associate of Science degree, while still living, working and going to school near home. For more information, see the University Transfer degree pages (pp. 44-47).

Curriculum

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<td>10801197</td>
<td>Technical Reporting</td>
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<tr>
<td>10801196</td>
<td>Oral/Interpersonal Communication</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10801198</td>
<td>Speech</td>
<td>3 cr.</td>
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Math or Science **
(one course from the following list):

| 10804113 | College Technical Mathematics 1A                | 3 cr.         |
| 10804118 | Intermediate Algebra with Applications *         | 4 cr.         |
| 10804123 | Math with Business Applications                  | 3 cr.         |
| 10804133 | Mathematics and Logic                            | 3 cr.         |
| 10804134 | Mathematical Reasoning                           | 3 cr.         |
| 10804189 | Introductory Statistics *                        | 3 cr.         |
| 10804196 | Trigonometry with Applications *                 | 3 cr.         |
| 10806112 | Principles of Sustainability                     | 3 cr.         |
| 10806105 | Principles of Animal Biology                     | 4 cr.         |
| 10806114 | General Biology                                  | 4 cr.         |
| 10806134 | General Chemistry                                | 4 cr.         |
| 10806177 | General Anatomy and Physiology                   | 4 cr.         |
| 10806198 | Human Biology                                    | 4 cr.         |

Social Science **
(one course from the following list):

| 10809122 | Introduction to American Government              | 3 cr.         |
| 10809166 | Introduction to Ethics: Theory and Application   | 3 cr.         |
| 10809172 | Introduction to Diversity Studies                | 3 cr.         |
| 10809174 | Social Problems                                  | 3 cr.         |
| 10809195 | Economics                                        | 3 cr.         |
| 10809196 | Introduction to Sociology                        | 3 cr.         |

Behavioral Science **
(one course from the following list):

| 10809159 | Abnormal Psychology *                            | 3 cr.         |
| 10809188 | Developmental Psychology                         | 3 cr.         |
| 10809198 | Introduction to Psychology                       | 3 cr.         |

Select two additional courses from any of the categories above

TOTAL CERTIFICATE REQUIREMENTS 21 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 39-42 for General Studies courses and descriptions.
University Transfer Degree - Associate of Arts

20-800-1  Associate Degree (two-year)
Financial Aid Eligible

Campuses: Ashland, New Richmond, Rice Lake, Superior
Collaborative Program with Nicolet College

Program Overview
Upon completion of this program, you’ll be able to transfer to most public or private colleges and universities, both inside and outside of Wisconsin. Up to 72 credits may transfer to satisfy university general education requirements (additional courses may be needed for specific majors or licensure requirements). Completion of the full AA degree allows for maximum transfer.

The University Transfer Degree - Associate of Arts program is provided in partnership with Nicolet College. You’ll receive all the cost savings and the convenience of a complete liberal arts transfer degree while taking your classes at a WITC campus, online, and/or via ITV. Financial aid will be awarded through Nicolet. The degree will also be awarded by Nicolet.

Admission Requirements
• Complete a WITC application form and submit with $30 non-refundable application fee (fee waiver may apply if previously submitted)
• Complete Tailwind Placement Assessment at WITC (may be waived based on successful completion of specific post-secondary coursework. Request official college transcripts be sent to WITC and then request a counselor appointment for review)
• Submit official transcript with proof of high school graduation or GED certificate; current high school seniors must provide an official transcript upon graduation
• Submit official transcripts from all military and postsecondary schools attended (if applicable)
• Sign WITC/Nicolet Collaborative Agreement Form

Program-Specific Requirement
• Attend a joint advising registration appointment with your WITC counselor and the Nicolet advisor (required each term to enroll in courses)

Program Outcomes
University Transfer Degree - Associate of Arts graduates will be able to:
• Employ effective verbal and nonverbal communication skills in diverse professional and social contexts
• Demonstrate quantitative reasoning skills
• Demonstrate critical thinking skills
• Demonstrate effective use of scientific method skills in a variety of contexts
• Demonstrate an understanding of the social, cultural, political, and historical dimensions of our world
• Demonstrate heightened awareness of our physical, chemical, and biological environment
• Demonstrate an increased responsibility for self-directed learning and personal wellness

Career Goal
Potential programs of study that you completing the University Transfer Degree - Associate of Arts program could transfer into include:
• Business
• Communications
• Criminal Justice
• Fine Arts
• Education
• Foreign Language
• English
• Literature
• History
• Humanities
• Political Science
• Anthropology
• Economics
• Geography
• Psychology
• Sociology
Only select Nicolet College courses are listed below. To see all possible Nicolet College course options and course descriptions for this program, visit http://www.nicolettcollege.edu/academics/academic-programs/associate-of-arts/index.html

**Curriculum**

**Associate of Arts**

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr)</th>
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<td>ENGLISH - 6 Credits Required</td>
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<td>10809166 Introduction to Ethics</td>
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<td>20815230 Native American Art</td>
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<td>20803215 History of American People to 1877</td>
<td>3 cr.</td>
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<td>20803219 History of American People from 1877</td>
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<td>20809220 Philosophy of Religion</td>
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<td>20801243 American Literature Colonial to 1865</td>
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<td>20801255 Introduction to Literature</td>
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<td>20803258 World History to 1500</td>
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<td>20803259 World History since 1500</td>
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<td>10809172 Intro to Diversity Studies</td>
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<td>10809174 Social Problems</td>
<td>3 cr.</td>
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<td>10809188 Developmental Psychology</td>
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<td>10809195 Economics</td>
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<td>10809196 Intro to Sociology</td>
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<td>10809198 Intro to Psychology</td>
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<td>Nicolet Courses:</td>
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<td>20809215 World Regional Geography</td>
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<td>20809254 Educational Psychology</td>
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<td>20809271 Introductory Sociology</td>
<td>3 cr.</td>
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<td>20809275 Marriage and Family</td>
<td>3 cr.</td>
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<tr>
<td>20809287 Principles of Macroeconomics</td>
<td>3 cr.</td>
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<td>20809291 Principles of Microeconomics</td>
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<td>MATHEMATICS AND NATURAL SCIENCE - 10 Credits</td>
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<td>WITC Math Courses:</td>
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<td>10804189 Introductory Statistics*</td>
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<td>20804230 Statistics</td>
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<td>20804237 Elementary Math Education II</td>
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<td>20804250 Quantitative Reasoning</td>
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<td>NATURAL SCIENCE - 7 Credits Required</td>
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<td>(One lab course required) chosen from biology, chemistry, geography (selected courses), geology, and physics</td>
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<td>WITC Science Courses:</td>
<td>10806112 Principles of Sustainability</td>
<td>3 cr.</td>
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<td>10806114 General Biology (lab)</td>
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<td>10806134 General Chemistry (lab)</td>
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<td>10806177 General A &amp; P (lab)</td>
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<td>10806179 Advanced A &amp; P (lab) *</td>
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<td>10806197 Microbiology (lab) *</td>
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<td>Nicolet Science Courses:</td>
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<td>20806215 Environmental Science</td>
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<td>20806240 Survey of Chemistry</td>
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<td>HEALTH/WELLNESS/PE - 1 Credit Required</td>
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<td>Nicolet Recommended Course:</td>
<td>20807201 Fitness for Life</td>
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<td>DIVERSITY &amp; ETHNIC STUDIES</td>
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<td>(courses that meet this requirement may also count toward Humanities or Social Science. These credits are not in addition to the 60 credits required for the degree)</td>
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<tr>
<td>WORLD LANGUAGE - 4 Credits Required</td>
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<td>Nicolet Recommended Course: (there are other options - Nicolet may also offer French, German, etc.)</td>
<td>20802217 Spanish I</td>
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<td>ELECTIVES - 12-16# Credits Required</td>
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<td>Select any college transfer courses beyond the minimum requirements. One credit of Health and PE beyond the Health/Wellness/PE credit may be selected.</td>
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<td>Nicolet Option: Any University Transfer Liberal Arts course beyond the minimum requirements. One credit of Health and PE beyond the Health/Wellness/PE credit may be selected.</td>
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<tr>
<td>PROGRAM REQUIREMENTS</td>
<td>60 cr.</td>
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</table>

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.

WITC Students: A maximum of 30 credits from Aid Code (AC) 10 eligible courses may be applied to the degree requirements. Use of AC courses may not be permissible in guaranteed transfer agreements or articulation, and may not transfer into specific majors. When two AC 10 and AC 20 courses are deemed to be of similar content, both may not be applied to fulfill degree requirements. Consult your advisor before using an AC 10 course.

# 16 credits if students satisfy the world language requirement with one year of high school (C or better).
University Transfer Degree - Associate of Science
20-800-2 Associate Degree (two-year)

Campuses: Ashland, New Richmond, Rice Lake, Superior
Collaborative Program with Nicolet College

Program Overview
Upon completion of this program, you'll be able to transfer to most public or private colleges and universities, both inside and outside of Wisconsin. Up to 72 credits may transfer to satisfy university general education requirements (additional courses may be needed for specific majors or licensure requirements). Completion of the full AS degree allows for maximum transfer.

The University Transfer Degree - Associate of Science program is provided in partnership with Nicolet College. You'll receive all the cost savings and the convenience of a complete liberal arts transfer degree while taking your classes at a WITC campus, online, and/or via ITV. Financial aid will be awarded through Nicolet. The degree will also be awarded by Nicolet.

Admission Requirements
• Complete a WITC application form and submit with $30 non-refundable application fee (fee waiver may apply if previously submitted)
• Complete Tailwind Placement Assessment at WITC (may be waived based on successful completion of specific post-secondary coursework. Request official college transcripts be sent to WITC and then request a counselor appointment for review)
• Submit official transcript with proof of high school graduation or GED certificate; current high school seniors must provide an official transcript upon graduation
• Submit official transcripts from all military and postsecondary schools attended (if applicable)
• Sign WITC/Nicolet Collaborative Agreement Form

Program-Specific Requirement
• Attend a joint advising registration appointment with your WITC counselor and the Nicolet advisor (required each term to enroll in courses)

Program Outcomes
University Transfer Degree - Associate of Science graduates will be able to:
• Employ effective verbal and nonverbal communication skills in diverse professional and social contexts
• Demonstrate quantitative reasoning skills
• Demonstrate critical thinking skills
• Demonstrate effective use of scientific method skills in a variety of contexts
• Demonstrate an understanding of the social, cultural, political, and historical dimensions of our world
• Demonstrate heightened awareness of our physical, chemical, and biological environment
• Demonstrate an increased responsibility for self-directed learning and personal wellness

Career Goal
Potential programs of study students completing the University Transfer Degree - Associate of Science program could transfer into include:
• Engineering
• Natural Resources
• Math
• Medicine
• Science
Only select Nicolet College courses are listed below. To see all possible Nicolet College course options and course descriptions for this program, visit http://www.nicoletcollege.edu/academics/academic-programs/associate-of-science/index.html

Curriculum

Associate of Science

<table>
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<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr)</th>
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<td>20803259 World History Since 1500</td>
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<td>SOCIAL SCIENCE - 6 Credits Required</td>
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<td>MATHEMATICS AND NATURAL SCIENCE</td>
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<td>20804236 Calculus and Analytic Geometry I</td>
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<td>Must include two lab sciences from at least two disciplines: biology, chemistry, geography (selected courses), geology, physics.</td>
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<td>WITC Natural Science Courses:</td>
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<td>20806207 Physical Geog Landforms (lab)</td>
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<td>20806240 Survey of Chemistry</td>
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<td>Nicolet Recommended Course:</td>
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<td>20807201 Fitness for Life</td>
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<td>ELECTIVES - 14-18 Credits Required</td>
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<td>Select any college transfer courses beyond the minimum requirements. One credit of health and physical education beyond the Health/Wellness/PE credit may be selected.</td>
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<td>Nicolet Option: Any University Transfer Liberal Arts course beyond the minimum requirements. One credit in health and physical education beyond the Health/Wellness/PE credit may be selected.</td>
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<td>PROGRAM REQUIREMENTS 60 cr.</td>
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<td>* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.</td>
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<tr>
<td></td>
<td>WITC Students: A maximum of 30 credits from Aid Code (AC) 10 eligible courses may be applied to the degree requirements. Use of AC 10 courses may not be permissible in guaranteed transfer agreements or articulation, and may not transfer into specific majors. When two AC 10 and AC 20 courses are deemed to be of similar content, both may not be applied to fulfill degree requirements. * 18 credits if students satisfy the world language requirement with one year of high school (C or better).</td>
<td></td>
</tr>
</tbody>
</table>
Agriculture, Food, and Natural Resources

Agricultural Power and Equipment Technician ….. 49
Dairy Herd Management .......................... 52
Farm Operation .................................... 55
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Livestock Production ............................. 57
Agricultural Business Fundamentals ............ 58
Veterinary Technician ............................ 61
Agricultural Power and Equipment Technician
32-070-1 Technical Diploma (two-year)

Campus: New Richmond

Program Overview
As a service technician in this field, your skills are extremely valuable. Having the mechanical skills to help you get a piece of equipment running right for the customer or for yourself, before weather can ruin the crops, is an amazing accomplishment. The Agriculture Power and Equipment Technician Program will allow students to develop skills in the theory, operation, and repair of tillage, planting, harvesting equipment and tractors. Opportunities to troubleshoot and service farm equipment are a valuable aspect of this program. Students study diesel engines, drivetrains, electrical systems, and hydraulics.

Special Features
As part of the Agricultural Power and Equipment Technician program, you are required to obtain a license to operate a forklift. This allows you to be one step closer in your job preparation in the agricultural industry.

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Review and Sign Functional Abilities Disclosure
• Review and Sign Gainful Employment Disclosure
• Complete admissions meeting with a WITC counselor

Program Outcomes
Agricultural Power and Equipment Technician graduates will be able to:
• Repair electrical systems
• Analyze an electronic system
• Repair hydraulic systems
• Repair internal combustion engines
• Repair power trains/transmissions
• Follow industry safety standards

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Equipment Mechanic
• Construction Mechanic
• Diesel Mechanic
• Lawn and Garden Equipment Mechanic

Opportunities are available to transfer coursework to obtain an advanced agriculture related degree at four-year institutions.

Curriculum
Number Course Title Credits (cr.)

Occupational Specific Courses
32070326 Basic Engines 5 cr.
32070337 12-Volt Electrical Theory* 1 cr.
32070338 Diesel Engine Theory* 1 cr.
32070339 Mobile Hydraulics Theory* 1 cr.
32070341 Power Train Theory* 1 cr.
32070358 Power Trains 1* 5 cr.
32070360 12-Volt Electrical* 4 cr.
32070361 Advanced Engines* 5 cr.
32070364 Power Trains 2* 5 cr.
32070365 Mobile Hydraulics* 5 cr.
32070366 Advanced Mobile Hydraulics* 5 cr.
32070367 Advanced 12-Volt Electrical* 5 cr.
32070369 Mobile HVAC for Heavy Equipment 1 cr.
32412301 Diesel Safety and Industry Practices 2 cr.
32442307 Welding for Mechanics 2 cr.

Occupational Specific Total 48 cr.

Occupational Supportive/General Studies Courses **
32801361 Applied Communications 2 cr.
32801362 Advanced Communication Skills* 2 cr.
32804303 Applied Math 2 cr.
32804313 Applied Math 2* 2 cr.
32809380 Applied Interpersonal Skills 2 cr.
32890305 Applied Information Resources 2 cr.

Occupational Supportive/General Studies Total 12 cr.

TOTAL PROGRAM REQUIREMENTS 60 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/agricultural-power-and-equipment-technician/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>Number employed</th>
<th>% employed in WITC district</th>
</tr>
</thead>
<tbody>
<tr>
<td>13</td>
<td>12</td>
<td>44%</td>
</tr>
</tbody>
</table>

Range of yearly salary: $27,038-$69,000
Average yearly salary: $42,052
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

32070326
Basic Engines - Credits: 5
This course will provide the learner with an in-depth look at how internal combustion engines operate. The learner will be able to identify, measure, and inspect parts of the internal combustion engine, with diesel engines used in agriculture machinery the main area of focus.

32070337
12 Volt Electrical Theory - Credits: 1
This course is designed for the learner to understand basic 12-volt electrical circuits, wiring diagrams, starting, charging, and lighting systems. Classroom trainers will be used to apply electrical theory. Using hands-on activities, this course will help the learner to better understand basic 12-volt electrical systems. PREREQUISITE: 32412301 Diesel Safety and Industry Practices.

32070338
Diesel Engine Theory - Credits: 1
This course will provide the learner with a basic understanding of the diesel engine. The design and operating principles of the engine, cooling, fuel, intake, exhaust systems, and lubrication systems will be examined. COREQUISITE: 32070326 Basic Engines.

32070339
Mobile Hydraulics Theory - Credits: 1
This course will provide a practical understanding of mobile hydraulic components. Their design, application, operation and maintenance will be studied. A hydraulic training bench will be used in the classroom. PREREQUISITE: 32070367 Advanced 12-Volt Electrical.

32070341
Power Train Theory - Credits: 1
This course will provide a general overview of clutches, transmission torque amplifiers, torque converters, differentials, final drives, and power take-off units. Lab time is spent on disassembly, parts identification, operation, and repair of these units. COREQUISITES: 32070358 Power Trains 1 and 32070341 Power Train Theory.

32070350
Power Trains 1 - Credits: 5
This course will provide an in-depth study of hydraulically operated and controlled transmissions as they are found on various types of farm tractors. You will learn transmission operation by studying manufacturers’ service manuals as well as a prepared text. Lab projects will allow hands-on training. PREREQUISITE: 32070366 Advanced Mobile Hydraulics and COREQUISITE: 32070341 Power Train Theory.

32070360
12 Volt Electrical - Credits: 4
This course is designed to study the construction, operation, adjustments, and repairs of electrical components used in tractors and farm implements. Classroom and lab activities will include reading and interpreting wiring diagrams, troubleshooting electrical circuits, and performing repairs on alternators, generators, starters, and regulators. Monitors are also included in this course. PREREQUISITE: 32412301 Diesel Safety and Industry Practices and COREQUISITE: 32070337 12-Volt Electrical Theory.

32070361
Advanced Engines - Credits: 5
This course provides the student with both a theoretical and practical background in the basic operating and rebuilding principles of diesel engines. The course includes practical experience in rebuilding, testing, troubleshooting, and tuning diesel engines. Additionally, the student will gain experience in the proper use of tools and equipment. If prerequisite courses have not been completed, the student must have consent of the instructor to enroll. COREQUISITES: 32070326 Basic Engines and 32070358 Diesel Engine Theory.

32070364
Power Trains 2 - Credits: 5
This course provides an opportunity to work on clutches, transmission torque amplifiers, torque converters, differentials, final drives, and power take-off units. Lab time is spent on disassembly, parts identification, operation, and repair of these units. COREQUISITES: 32070358 Power Trains 1 and 32070341 Power Train Theory.

32070365
Mobile Hydraulics - Credits: 5
This course will provide a broad, general, and practical coverage of fluid power components and their design, application, operation, and maintenance. You will learn hydraulics operation by studying manufacturers’ service manuals as well as a prepared text. Lab projects will allow hands-on training. PREREQUISITE: 32070367 Advanced 12-Volt Electrical and COREQUISITE: 32070339 Mobile Hydraulics Theory.

32070366
Advanced Mobile Hydraulics - Credits: 5
This course provides in-depth study on how the basic fluid power components are incorporated into a tractor hydraulic system. This lecture and lab-based course includes demonstration and practice opportunities. If prerequisite courses have not been completed, student must have consent of instructor to enroll. PREREQUISITE: 32070367 Advanced 12-Volt Electrical and COREQUISITES: 32070365 Mobile Hydraulics and 32070339 Mobile Hydraulics Theory.

32070367
Advanced 12-Volt Electrical - Credits: 5
This is an advanced electrical course to meet the demands of today’s newer equipment. Learners will receive training on electronic service tools, pulse width modulation solenoids, can bus controllers, and terminator networks. Additional topics will include yield monitors and auto guidance systems. COREQUISITES: 32070337 12-Volt Electrical Theory and 32070360 12-Volt Electrical Or COREQUISITES: 3240376 DC Automotive Electrical and 3240377 Electrical Systems.

32070369
Mobile HVAC for Heavy Equipment - Credits: 1
Mobile HVAC for heavy equipment will teach the learner the basics of air conditioning systems. Air conditioning fundamentals will be learned along with proper servicing procedures and air conditioning equipment used. In depth study of air conditioning systems from older agriculture equipment will be looked at, along with study of new automation control systems. EPA environmental laws pertaining to mobile air conditioning will be examined.

32412301
Diesel Safety and Industry Practices - Credits: 2
This course will introduce students to the safety and legal requirements and common shop practices of the diesel equipment industry. Personal safety as well as overall shop/job site safety will be emphasized while students learn to operate shop equipment and learn basic repair techniques common to all aspects of the diesel and heavy equipment industry. Skills learned in this course will be directly applied throughout the diesel equipment technician program.

32442307
Welding for Mechanics - Credits: 2
Instruction in safe setup and operation of plasma cutting (PAC), oxy-fuel cutting (OFC), SMAW (Stick), GMAW (Mig), FCAW, and/or GTAW (Tig) welding in applications related to general industry practices. Selection of appropriate welding processes with a specific emphasis on typical repair situations including metal identification will be stressed.
# Dairy Herd Management Pathway

You could take this first and get a credential.

<table>
<thead>
<tr>
<th>Dairy Feeding Management</th>
<th>Potential Careers</th>
<th>Feed Delivery &amp; Inventory Manager, Farmworker</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Diploma</td>
<td>8 Credits / 2 Semesters Part Time</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Dairy Genetics and Reproduction</th>
<th>Potential Careers</th>
<th>Artificial Insemination Technician, DHIA Technician</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Diploma</td>
<td>6 Credits / 1 or 2 Semesters Part Time</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Dairy Cattle Management</th>
<th>Potential Careers</th>
<th>Herds Manager / Assistant Herds Manager, Farm Owner</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Diploma</td>
<td>4 Credits / 1 or 2 Semesters Part Time</td>
<td></td>
</tr>
</tbody>
</table>

Potential Careers
- Feed Delivery & Inventory Manager, Farmworker
- Artificial Insemination Technician, DHIA Technician
- Herds Manager / Assistant Herds Manager, Farm Owner

Continue your education to obtain this technical diploma.

<table>
<thead>
<tr>
<th>Dairy Herd Management</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Diploma</td>
<td>AI Technician, Dairy Herd Manager, DHIA Field Technician, Farm Owner, Feed and Nutrition Consultant, Herdsperson</td>
</tr>
</tbody>
</table>

Range of Yearly Salary
$29,118-$50,956 annually

Continue your education to obtain a bachelor’s degree.

**BEYOND WITC**

<table>
<thead>
<tr>
<th>Bachelor’s Degree</th>
</tr>
</thead>
<tbody>
<tr>
<td>UW-Stout</td>
</tr>
</tbody>
</table>

**Important Notes on Transferring:**
- Check out [witc.edu/transfer](http://witc.edu/transfer) for details on specific agreements listed
- The college listed has developed a Technical Diploma to Bachelor Degree Articulation Agreement with WITC
- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities
- Transferology, [www.transferology.com](http://www.transferology.com), or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process.
Dairy Herd Management
31-091-1 Technical Diploma (one-year)

Campus: Rice Lake
Program Overview
The Dairy Herd Management program includes courses in herd health management, genetics, nutrition, milk production, farm business management, dairy housing design, an overview of the dairy industry and an internship experience. These courses prepare you for a career working with today and tomorrow’s technology driven, progressive dairy farms.

Special Features
This program is designed for the learner to gain first-hand experience through internships. This will incorporate actual work experience in such areas as a dairy herdsman, milking, feeding, calf care, general farm duties, scheduling, and employer/employee communications.

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Review and Sign Gainful Employment Disclosure
• Complete admissions meeting with a WITC counselor

Program Outcomes
Dairy Herd Management graduates will be able to:
• Manage herd nutrition
• Manage herd reproduction
• Manage herd health
• Manage herd/farm business

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• AI Technician
• Dairy Herd Manager
• DHIA Field Technician
• Farm Owner
• Feed and Nutrition Consultant
• Herdsman

Curriculum
Number of Course Title Credits (cr.)
Occupational Specific Courses
31091312 Dairy Feeding 3 cr.
31091314 Dairy Feeding Management 3 cr.
31091318 Dairy Lab 1 2 cr.
31091320 Dairy Lab 2 2 cr.
31091324 Milk Production 2 cr.
31091332 Dairy Cattle Industry 2 cr.
31091335 Dairy Cattle Genetics and Reproduction 4 cr.
31091340 Dairy Housing and Farmstead Design 2 cr.
31091344 Dairy Business Management 2 cr.
31091348 Dairy Cattle Management 2 cr.
31091360 Dairy Management Internship 1 2 cr.
31091361 Dairy Management Internship 2 2 cr.

Occupational Specific Total 28 cr.

Occupational Supportive/General Studies Courses**
32801361 Applied Communications 2 cr.
32804303 Applied Math 2 cr.
32809380 Applied Interpersonal Skills 2 cr.

Occupational Supportive/General Studies Total 6 cr.

PROGRAM REQUIREMENTS 34 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/dairy-herd-management/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>Number employed</th>
<th>% employed in WITC district</th>
<th>Range of yearly salary</th>
<th>Average yearly salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>11</td>
<td>8</td>
<td>100%</td>
<td>$29,118-$50,956</td>
<td>$39,743</td>
</tr>
<tr>
<td>9</td>
<td>8</td>
<td>89%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>5</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

WITC WISCONSIN INDANHEAD TECHNICAL COLLEGE

2019/2020
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

31091312 Dairy Feeding - Credits: 3
This course prepares the learner to explain the functions of each organ in the digestive system of a ruminant; explain the development of the digestive system in a calf; compare ruminant and non-ruminant digestion; explain the functions of each class of nutrients; analyze forage analysis reports; compare plant, animal, and non-protein nitrogen sources of protein; identify deficiency symptoms of minerals and vitamins; demonstrate the use of particle separators and dry-matter tests; and utilize NRC standards for various cow groups.

31091314 Dairy Feeding Management - Credits: 3
This course prepares the learner to compare animal bedding, analyze parlor designs, analyze young stock facilities, explain feed plant operations, assess bunker management techniques, compare grazing systems, analyze cheese plant operations, analyze biosecurity procedures, explain the E.T. process, analyze alternative dairy industry components, and observe on-farm postmortems.

31091320 Dairy Lab 2 - Credits: 2
This course prepares the learner to compare animal bedding, compare manure handling systems, explain how methane digesters operate, compare alley scrapers and flush systems, perform tests for milk quality, clip cows, perform freeze branding, practice dairy cattle judging/linear breakdown, and compare hoof trimming methods.

31091324 Milk Production - Credits: 2
This course prepares the learner to explain the structure and function of the anatomy and physiology of the mammary system, analyze factors affecting the yield and composition of milk, explain the principles and practices of machine milking systems, develop an effective mastitis control program, and develop an effective dry-cow treatment program.

31091332 Dairy Cattle Industry - Credits: 2
This course prepares the learner to follow safety procedures, explain milk check pricing, analyze milk pricing variables, compare dairy career opportunities, assess professional dairy organizations, analyze the economics of on-farm dairy processing, analyze breed differences, evaluate breed organizations, summarize the benefits of good community relations, and utilize proper withholding practices.

31091335 Dairy Cattle Genetics and Reproduction - Credits: 4
This course prepares the learner to analyze the economic aspect of dairy cow reproduction, explain the reproductive system of a bull, breed cows using artificial insemination, make effective mating decisions, select mating programs for milk production, assess reproductive diseases, treat reproductive diseases, utilize computer technology to document herd health, analyze the effects of hormones on reproduction, and analyze reproductive technologies.

31091340 Dairy Housing and Farmstead Design - Credits: 2
This course prepares the learner to select appropriate housing design for cows, assess housing for maternity and fresh cow needs, select appropriate designs for young stock, compare milking parlor design, select feed storage facilities, assess manure handling systems, design the farm for expansion, explain the causes of and solutions for stray voltage, and design milking center facilities and utility needs.

31091344 Dairy Business Management - Credits: 2
Prepares the learner to determine credit needs, select the appropriate type of business structure for an agribusiness, analyze financial records, analyze the strengths and weaknesses of a business, develop a strategy of income tax management, evaluate farm record systems, determine estate planning needs, and evaluate employee/employer relations.

31091348 Dairy Cattle Management - Credits: 2
This learning plan prepares the learner to diagnose common and infectious bovine diseases and their causes; follow fresh cow/metabolic control program, practice biosecurity; develop protocols for a farm, develop calf and heifer management programs, practice proper veterinary drug use, develop a dairy herd health record-keeping system, and plan a vaccination program.

31091346 Dairy Management Internship 1 - Credits: 2
This course enhances the learner's ability to keep farm records, analyze reproduction programs, maintain milk quality, apply farm safety procedures, and analyze farm finances.

31091360 Dairy Management Internship 2 - Credits: 2
This course enhances the learner's ability to maintain herd health, manage calves and heifers, analyze farm facilities and equipment, and manage crops.
Farm Operation Pathway

You could take this first and get a credential.

<table>
<thead>
<tr>
<th>Crop Production Pathway Certificate</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Field Technician, Field Applications, Custom Operators, Agricultural Equipment Operator</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Livestock Production Pathway Certificate</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Farm Laborers, Feeder, Animal / Livestock Handler</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Agricultural Business Fundamentals Pathway Certificate</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Farm Bookkeeper, Agricultural Administrative Assistant</td>
</tr>
</tbody>
</table>

Continue your education to obtain this technical diploma.

<table>
<thead>
<tr>
<th>Farm Operation Technical Diploma</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>28 Credits / 1 Year</td>
<td>CSA Owner, Organic Farmer, Farm Owner, Farm Manager / Operator, Farm / Field Crop Manager, Livestock Farmer, Breeder, Farm Worker, Dairy Laborer, Dairy Herdsperson</td>
</tr>
</tbody>
</table>

Continue your education to obtain a bachelor’s degree.

<table>
<thead>
<tr>
<th>BEYOND WITC Bachelor’s Degree</th>
<th>Important Notes on Transferring:</th>
</tr>
</thead>
<tbody>
<tr>
<td>UW-Stout</td>
<td>- Check out witc.edu/transfer for details on specific agreements listed below</td>
</tr>
<tr>
<td></td>
<td>- The college listed has developed a Technical Diploma to Bachelor Degree Articulation Agreement with WITC</td>
</tr>
<tr>
<td></td>
<td>- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at the four year college listed, to learn how to maximize your credit transfer opportunities</td>
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<tr>
<td></td>
<td>- Transferolog, <a href="http://www.transferology.com">www.transferology.com</a>, or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process.</td>
</tr>
</tbody>
</table>
Program Overview

The Farm Operation program includes courses in livestock management and nutrition, crop and soil management, commodities and marketing, emerging trends in agriculture and farm records and analysis. This program is designed to give students the critical thinking skills necessary for profitable decision making. The Farm Operation Technical Diploma will give you both classroom and in the field instruction.

Special Feature

Evening courses will be available for individuals needing to complete continuing education requirements for FSA loans.

Program available part time or over 2 - 3 years.

Labs will be on Fridays at either the WITC - Rice Lake Campus or On - Farm (at regional farms and test plots).

Inquire

For more information on this program or schedule of courses, contact: Julie Wadzinski, instructor at Julie.Wadzinski@witc.edu or 715.234.082 ext. 5268

Admission Requirements

• Complete an application form and submit with fee (fee waiver may apply if previously submitted)
• Review and Sign Gainful Employment Disclosure
• Complete admissions meeting with a WITC counselor

Program Outcomes

Farm Operation graduates will be able to:
• Utilize agronomic resources for optimal farm production
• Evaluate livestock management plans
• Plan for operation and maintenance of farm facilities and equipment
• Create a farm business plan
• Apply marketing principles to agricultural enterprises

Employability Essentials

The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook

Typical positions available after graduation include:
• CSA Owner
• Organic Farmer
• Farm Owner
• Farm Manager/Operator
• Farm/Field Crop Manager
• Livestock Farmer
• Breeder
• Farm Worker
• Dairy Laborer
• Dairy Herdperson

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10094101</td>
<td>Farm Commodities</td>
<td>3 cr.</td>
</tr>
<tr>
<td>31080370</td>
<td>Operating the Farm Business</td>
<td>3 cr.</td>
</tr>
<tr>
<td>31080371</td>
<td>Soil Management</td>
<td>3 cr.</td>
</tr>
<tr>
<td>31080372</td>
<td>Crop Management</td>
<td>3 cr.</td>
</tr>
<tr>
<td>31080373</td>
<td>Livestock Nutrition</td>
<td>3 cr.</td>
</tr>
<tr>
<td>31080374</td>
<td>Livestock Management</td>
<td>3 cr.</td>
</tr>
<tr>
<td>31080375</td>
<td>Farm Records and Analysis</td>
<td>3 cr.</td>
</tr>
<tr>
<td>31080376</td>
<td>On the Farm 1</td>
<td>2 cr.</td>
</tr>
<tr>
<td>31080377</td>
<td>On the Farm 2</td>
<td>2 cr.</td>
</tr>
<tr>
<td>31080378</td>
<td>Emerging Trends in Agriculture</td>
<td>3 cr.</td>
</tr>
</tbody>
</table>

PROGRAM REQUIREMENTS 28 cr.

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/farm-operation/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information

Farm Operation is a new WITC program. No graduate follow-up information is currently available.
Crop Production
61-080-3 Pathway Certificate (less than one year)

Campus: Ashland*, New Richmond*, Rice Lake*
*Combination of ITV(Interactive Television) or In-person instruction

Program Overview
The Crop Production pathway certificate fundamentals of soil science and basic agronomy skills, coupled with farm records and financials will give students the skills to rejoin the family's crop operation or manage their own crop farm.

Special Features
Evening courses will be available for individuals needing to complete continuing education requirements for FSA loans.
Certificate is available part time or over 2 years.
Labs will be on Fridays at either the WITC - Rice Lake Campus or On - Farm (at regional farms or test plots).

Inquire
For more information on this program or schedule of courses, contact: Julie Wadzinski, instructor at Julie.Wadzinski@witc.edu or 715.234.082 ext. 5268

How to Apply:
Complete the online application or contact Student Services. When completing an online application select the Crop Production Certificate from the program of choice dropdown list.

Program Outcomes
The Crop Production Certificate will prepare you to:
- Utilize agronomic resources for optimal farm production
- Create farm business plans

Career Outlook
Typical positions available after graduation include:
- Field Technicians
- Field Applicators
- Custom Operators
- Agricultural Equipment Operator

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>31080371</td>
<td>Soil Management</td>
<td>3 cr.</td>
</tr>
<tr>
<td>31080372</td>
<td>Crop Management</td>
<td>3 cr.</td>
</tr>
<tr>
<td>31080375</td>
<td>Farm Records and Analysis</td>
<td>3 cr.</td>
</tr>
</tbody>
</table>

CERTIFICATE REQUIREMENTS 9 cr.
Livestock Production
61-080-2 Pathway Certificate (less than one year)
Campus: Ashland*, New Richmond*, Rice Lake*
*Combination of ITV(Interactive Television) or In-person instruction

Program Overview
The Livestock Production pathway certificate gives students the fundamentals of livestock management and husbandry along with an understanding of nutrition. Coupled with a class in farm records and analysis, students will leave with the skill set to manage and make critical decisions surrounding the day-to-day business of a livestock operation.

Program Outcomes
The Livestock Production Certificate will prepare you to:
• Evaluate livestock management plans
• Create farm business plans

Career Outlook
Typical positions available after graduation include:
• Farm Laborers
• Feeder
• Animal/Livestock Handler

Curriculum
<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>31080373</td>
<td>Livestock Nutrition</td>
<td>3 cr.</td>
</tr>
<tr>
<td>31080374</td>
<td>Livestock Management</td>
<td>3 cr.</td>
</tr>
<tr>
<td>31080375</td>
<td>Farm Records and Analysis</td>
<td>3 cr.</td>
</tr>
</tbody>
</table>

CERTIFICATE REQUIREMENTS 9 cr.

Special Features
Evening courses will be available for individuals needing to complete continuing education requirements for FSA loans.
Certificate is available part time or over 2 years.
Labs will be on Fridays at either the WITC - Rice Lake Campus or On - Farm (at regional farms or test plots).

Inquire
For more information on this program or schedule of courses, contact: Julie Wadzinski, instructor at Julie.Wadzinski@witc.edu or 715.234.082 ext. 5268

How to Apply:
Complete the online application or contact Student Services. When completing an online application select the Livestock Production Certificate from the program of choice dropdown list.
Agricultural Business Fundamentals
61-080-1 Pathway Certificate (less than one year)
Campus: Ashland®, New Richmond®, Rice Lake
*Combination of ITV (Interactive Television) or In-person instruction

Program Overview
The business side of the farm operation is often times the most critical part of any farm regardless of focus. In this pathway, students will learn what financial records to keep, how to market commodities, analyze financial benchmarks, along with assessing new technology.

Special Features
Evening courses will be available for individuals needing to complete continuing education requirements for FSA loans.
Certificate is available part time or over 2 years.
Labs will be on Fridays at either the WITC - Rice Lake Campus or On-Farm (at regional farms and test plots).

Inquire
For more information on this program or schedule of courses, contact: Julie Wadzinski, instructor at Julie.Wadzinski@witc.edu or 715.234.082 ext. 5268

How to Apply:
Complete the online application or contact Student Services. When completing an online application select the Agricultural Business Fundamentals Certificate from the program of choice dropdown list.

Program Outcomes
The Agricultural Business Fundamentals Certificate will prepare you to:
• Plan for operation and maintenance of farm facilities and equipment
• Create farm business plans
• Apply marketing principles to agricultural enterprises

Career Outlook
Typical positions available after graduation include:
• Farm Bookkeeper
• Agricultural Administrative Assistant

Curriculum
<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10114110</td>
<td>Commodities</td>
<td>3 cr.</td>
</tr>
<tr>
<td>31080370</td>
<td>Operating the Farm Business</td>
<td>3 cr.</td>
</tr>
<tr>
<td>31080375</td>
<td>Farm Records and Analysis</td>
<td>3 cr.</td>
</tr>
<tr>
<td>31080378</td>
<td>Emerging Trends in Agriculture</td>
<td>3 cr.</td>
</tr>
</tbody>
</table>

CERTIFICATE REQUIREMENTS 12 cr.
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

10094101
Farm Commodities - Credits: 3
This course is designed to introduce students to the purpose, operation, and use of futures and options in managing commodity price risks. The objectives of the course are to understand commodity marketing, futures contracts, options contracts, basis, hedging and speculating strategies as part of a successful commodity risk management program. Students will be introduced to fundamental and technical analysis techniques.

31080370
Operating the Farm Business - Credits: 3
This course will help the student learn many items involved with running a modern farm. These skills include but are not limited to record keeping, selecting proper insurance for the farm, analyzing financial performance, identifying credit needs and sources, planning for crops, and planning for the feeding of livestock.

31080371
Soil Management - Credits: 3
Soil Management is important to the productivity and profitability of a farmer. The farmer is a steward of the land and an environmentalist. The farmer must take care of the soil or he will not be a farmer for long! The student in this class will learn how to prepare a land use plan, collect and interpret soil samples results, develop a plan for fertilizer use on crops, develop a plan for storage and use of manure, analyze new farm issues and practices to determine future use, evaluate tillage equipment and methods, and to practice farm and environmental safety.

31080372
Crop Management - Credits: 3
This course will help the student learn many items involved with agricultural crop production. These skills include but are not limited to management practices, pest control, harvesting options and practices, economics, planting practices, seed and variety selection, etc.

31080373
Livestock Nutrition - Credits: 3
The Livestock Nutrition course will instruct the student in the following areas: anatomy and physiology of livestock; nutrient requirements for calves, heifers, and cows; ration balancing for calves, heifers, lactating cows, and dry cows; determine livestock feed needs; evaluate by-product feeds and feed additives; low input livestock feeding; metabolic disorders; and current issues in agriculture. Individualized instruction will be held at the student’s on-the-job work location. The class also involves credit for on-the-job experience.

31080374
Livestock Management - Credits: 3
Animal agriculture has changed dramatically in the past decade and will continue to change at an even more rapid rate in the future. With advanced technology, animals have been cloned from tissue cells other than the gametes. This may allow us to produce animal products other than the traditional milk, meat, and fiber of the past. Along with positive changes, we have new animal diseases, concerns for the environment, human health, and these things are happening in a very volatile, economic climate. This course will help you analyze the current situation and make plans to take advantage of the changes in animal agriculture brought about by technological advances. Only by taking advantage of this change will we be able to survive economically in a world market.

31080375
Farm Records and Analysis - Credits: 3
This course emphasizes the practical use of a farm record system in managing the farm through farm and financial analysis. Includes the establishment of farm business goals, selection and use of farm credit, farm business arrangements, farm estate planning, and farm income taxes. Instruction is provided on the use of computers and/or computer records and financial analysis of the farm business and finance strategy to meet the learner’s needs. Production and financial decisions will be made based on the learner’s farm business analysis. All competencies will be assessed using the learner’s farm or with simulations established by the instructor.

31080376
On the Farm 1 - Credits: 2
In this course, students will enhance their knowledge with on farm practice of soil management strategies, crop management practices, risk management assessment, and analyzing farm records.

31080377
On the Farm 2 - Credits: 2
In this course, students will enhance their knowledge with on farm practice of livestock management records, interpreting rations and feed analysis, understanding emerging trends in agriculture and analyzing farm records.

31080378
Emerging Trends in Agriculture - Credits: 3
In this course, student will learn about the technological advances in production agricultural, relevant policy changes in legislation, consumer trends and new niche ventures. The production technology section will focus on data analysis and management from multiple sources including: robotic milkers, activity monitors, rumination meters, precision feeding, precision planting and harvesting data, satellite imagery and soil sampling.
Veterinary Technician Pathway

You could take this first and get a credential.

<table>
<thead>
<tr>
<th>Veterinary Assistant</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Diploma</td>
<td>Veterinary Assistant</td>
</tr>
<tr>
<td>35 Credits / 1 Year Full Time</td>
<td>Veterinary assistants can work as assistants, receptionists and kennel workers.</td>
</tr>
<tr>
<td></td>
<td>Veterinary assistants handle animals and provide nursing assistance, feed and</td>
</tr>
<tr>
<td></td>
<td>exercise animals, fill prescriptions and keep exam rooms and reception desks</td>
</tr>
<tr>
<td></td>
<td>running smoothly.</td>
</tr>
</tbody>
</table>

Potential Careers
Veterinary Assistant
Veterinary assistants can work as assistants, receptionists and kennel workers. Veterinary assistants handle animals and provide nursing assistance, feed and exercise animals, fill prescriptions and keep exam rooms and reception desks running smoothly.

Continue your education to obtain this associate degree.

<table>
<thead>
<tr>
<th>Veterinary Technician</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Associate Degree</td>
<td>Veterinary Technician, Laboratory Animal Technician</td>
</tr>
<tr>
<td>64 Credits / 2 Years Full Time</td>
<td>Veterinary Technicians work in veterinary clinics and hospitals, humane societies,</td>
</tr>
<tr>
<td></td>
<td>education, pharmaceutical supplies, research, zoos and wildlife parks, military,</td>
</tr>
<tr>
<td></td>
<td>public health and government. They collect patient history and perform initial</td>
</tr>
<tr>
<td></td>
<td>examinations, run laboratory tests, take x-rays, administer anesthesia, and assist</td>
</tr>
<tr>
<td></td>
<td>in surgery.</td>
</tr>
<tr>
<td></td>
<td>Range of Yearly Salary</td>
</tr>
<tr>
<td></td>
<td>$15,079-$42,117</td>
</tr>
</tbody>
</table>

The information below is based on graduates' responses from the following technical colleges within the Wisconsin Technical College System (WTCS) for 10-091-1 Veterinary Technician: Madison College and Gateway Technical College

Continue your education to obtain a bachelor’s degree.

<table>
<thead>
<tr>
<th>BEYOND WITC</th>
<th>Important Notes on Transferring:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor’s Degree</td>
<td>- Check out witc.edu/transfer for details on specific agreements listed</td>
</tr>
<tr>
<td></td>
<td>- The colleges listed have developed a Technical Diploma/Associate Degree to</td>
</tr>
<tr>
<td></td>
<td>Bachelor Degree Articulation Agreement with WITC</td>
</tr>
<tr>
<td></td>
<td>- To learn how your education, or previous college credits, will transfer, talk</td>
</tr>
<tr>
<td></td>
<td>to a transfer coordinator, at any of the four year colleges listed, to learn how</td>
</tr>
<tr>
<td></td>
<td>to maximize your credit transfer opportunities</td>
</tr>
<tr>
<td></td>
<td>- Transferology, <a href="http://www.transferology.com">www.transferology.com</a>, or Transfer Evaluation System (TES), may</td>
</tr>
<tr>
<td></td>
<td>be helpful tools to assist your transfer process</td>
</tr>
</tbody>
</table>

Important Notes on Transferring:
- Check out witc.edu/transfer for details on specific agreements listed
- The colleges listed have developed a Technical Diploma/Associate Degree to Bachelor Degree Articulation Agreement with WITC
- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities
- Transferology, www.transferology.com, or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process
**Veterinary Technician**

10-091-1 Associate Degree

**Campus: New Richmond**

**Program Overview**

The Veterinary Technician associate degree program prepares you to take the Veterinary Technician National Exam (VTNE). Students may take the exam upon graduation from the associate degree program. With a passing score, graduates may apply for credentials from the state of Wisconsin as a Certified Veterinary Technician (CVT). Graduates will be prepared to obtain patient history and perform the initial physical exam, place intravenous catheters and give injectable medications, anesthetize and monitor patients, and assist in surgery. Graduates will also be trained to do dental cleanings on dogs and cats and can handle care for lab animals. Additionally, graduates will be qualified to apply bandages and splints, as well as evaluate lab samples under the microscope.

**Admission Requirements**

- Complete application form and submit with fee (fee waiver may apply if previously submitted)
- Have earned a high school diploma or GED certificate; current high school seniors must provide both a current high school transcript and a final transcript with confer date
- Review and sign Background Check Disclosure
- Review and sign Functional Abilities Disclosure
- Complete admissions meeting with a WITC counselor (academic admission requirements apply - see page 30 for more information)

**Program-Specific Requirements**

- Submit Background Check fee
- Have an acceptable Wisconsin Caregiver Background Check, National Criminal Background Check, Minnesota Caregiver Background Check (if applicable), and other states, if applicable. Background check may affect ability to secure internship placement and the ability to find employment after graduation
- Complete and submit Veterinary Technician Job Shadow Form documenting an 8-hour volunteer shadowing experience in an approved clinical setting prior to registering for Veterinary Technician core coursework
- Attend a mandatory program orientation session.

**Program Outcomes**

Veterinary Technician graduates will be able to:

- Manage veterinary business functions
- Integrate all aspects of patient management for anesthetic, surgical, and medical nursing procedures
- Produce diagnostic radiographic images
- Perform laboratory procedures
- Administer prescribed drugs

**Employability Essentials**

The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

**Career Outlook**

Typical positions available after graduation include:

- Veterinary Technician
- Laboratory Animal Technician

Veterinary Technicians work in veterinary clinics and hospitals, humane societies, education, pharmaceutical supplies, research, zoos and wildlife parks, military, public health and government. They collect patient history and perform initial examinations, run laboratory tests, take x-rays, administer anesthesia, and assist in surgery.

**Curriculum**

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10091100</td>
<td>Animal Care and Management *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10091101</td>
<td>Veterinary Business Practices *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10091102</td>
<td>Veterinary Medical Terminology</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10091103</td>
<td>Clinical Pathology 1 for Vet Sciences</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10091104</td>
<td>Clinical Pathology 2 for Vet Sciences</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10091105</td>
<td>Surgical Procedures 1 for Vet Sciences</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10091106</td>
<td>Surgical Procedures 2 for Vet Sciences</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10091107</td>
<td>Imaging for Veterinary Sciences</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10091108</td>
<td>Veterinary Pharmacology</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10091109</td>
<td>Lab Animals and Non-Traditional Pets *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10091110</td>
<td>Clinical Skills 1 for Vet Sciences *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10091111</td>
<td>Clinical Skills 2 for Vet Sciences *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10091112</td>
<td>Veterinary Technician Certification Review*</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10091113</td>
<td>Anesthesia for Veterinary Technicians*</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10091114</td>
<td>Veterinary Technician Clinical Internship *</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10091115</td>
<td>Employment and Career Development</td>
<td>3 cr.</td>
</tr>
</tbody>
</table>

**Range of yearly salary $15,079-$42,117**

**Average yearly salary $28,918**

**Program Requirements**

64 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.

** See pages 40-42 for course descriptions. You must earn a grade point of 2.0 or better in all required (100911XX) courses.

---

**Graduate Employment Information**

(WITC Graduate Survey Responses 2017-2018)

The information below is based on graduates’ responses from the following technical colleges within the Wisconsin Technical College System (WTCS) for 10-091-1 Veterinary Technician: Madison College and Gateway Technical College

| Number of graduates | 62 |
| Number of responses | 27 |
| Number available for employment | 26 |
| Number employed | 26 |
| Percent employed | 100% |
| % employed in WITC district | 100% |
| Range of yearly salary | $15,079-$42,117 |
| Average yearly salary | $28,918 |
10091100 Animal Care and Management - Credits: 3
In this course, students explore basic nutrition, housing needs, and behavior of common domestic animals to develop skills that enable them to assess animal condition. Upon completion of this course, students will be able to obtain a thorough history, perform a physical exam, administer medications, collect samples, and use proper restraint techniques. PREREQUISITE: Admission to Veterinary Technician or Veterinary Assistant plan and Completion of Job Shadow Experience and COREQUISITE: 10806105 Principles of Animal Biology.

10091101 Veterinary Business Practices - Credits: 3
In this course, students develop practical workplace techniques for veterinary office procedures to develop customer service and veterinary team support skills. Upon completion of this course, students will be able to use veterinary software to manage records and financial applications, maximize client interactions, and participate in day-to-day operations of a veterinary facility. PREREQUISITE: Admission to Veterinary Technician or Veterinary Assistant plan and COREQUISITE: 10091100 Animal Care and Management.

10091102 Veterinary Medical Terminology - Credits: 2
In this course, students explore the construction, meaning, and pronunciation of veterinary medical terms to establish understanding and facilitate communication among veterinary team members. Upon completion of this course, students will be able to correctly formulate veterinary medical terms to describe specific concepts. PREREQUISITE: Admission to Veterinary Technician or Veterinary Assistant plan and Completion of Job Shadow Experience.

10091103 Clinical Pathology 1 for Vet Sciences - Credits: 4
In this course, students examine basic laboratory equipment and procedures, as well as features of common veterinary diseases, to acquire skills needed to perform various diagnostic tests. Upon completion of this course, students will be able to collect and process appropriate samples for hematologic, blood chemistry, urinalysis, and parasitology, and correlate veterinary clinical pathology findings to clinical signs. PREREQUISITES: 10091100 Animal Care and Management, 10091101 Veterinary Business Practices, and 10806105 Principles of Animal Biology.

10091104 Clinical Pathology 2 for Vet Sciences - Credits: 4
In this course, students examine additional laboratory procedures and other veterinary disease processes to establish understanding of appropriate methodology and recognition of accurate results. Upon completion of this course, students will be able to collect and process appropriate samples for mycology, cytology, serology, endocrinology, and coagulation and reproductive evaluation, and correlate veterinary clinical pathology findings to clinical signs. PREREQUISITE: 10091105 Surgical Procedures 1 for Vet Sciences and COREQUISITE 10806197 Microbiology.

10091105 Surgical Procedures 1 for Vet Sciences - Credits: 3
In this course, students investigate surgical equipment and procedures to develop skills needed to assist with surgical care of animals. Upon completion of this course, students will be able to identify surgical instruments, develop sterile technique, maintain and operate surgical equipment, and assist with patient preparation, monitoring, and recovery. COREQUISITE: 10091103 Clinical Pathology 1 for Vet Sciences.

10091106 Surgical Procedures 2 for Vet Sciences - Credits: 3
In this course, students explore the veterinary technician's role in surgery to develop skills needed to manage veterinary patients in the pre-, intra-, and post-operative phases. Upon completion of this course, students will be able to anticipate needs of the surgeon, provide veterinary surgical assistance, manage wounds and incisions, and perform dental prophylaxis in dogs and cats. PREREQUISITES: 10091108 Veterinary Pharmacology and 10091111 Clinical Skills 2 for Vet Sciences.

10091107 Imaging for Veterinary Sciences - Credits: 3
In this course, students explore veterinary imaging concepts and apply veterinary imaging techniques to use radiographic equipment and support diagnostic studies. Upon completion of this course, students will be able to properly position veterinary patients, produce diagnostic images, process exposed films, and maintain equipment. COREQUISITE: 10091103 Clinical Pathology 1 for Vet Sciences.

10091108 Veterinary Pharmacology - Credits: 3
In this course, students examine drugs, vaccines, and other substances used in veterinary medicine to establish a knowledge base of their therapeutic use, administration, and side effects. Upon completion of this course, students will be able to accurately calculate dosages, prepare dispensed medications, safely administer drugs, determine appropriate responses to medications. PREREQUISITE: Admission to Veterinary Technician or Veterinary Assistant plan.

10091109 Lab Animals and Non-Traditional Pets - Credits: 2
In this course, students explore characteristics, basic care, illness, and treatment of animals that may be encountered in research settings and/or kept as pets, to develop skills needed to participate in caring for these animals. Upon completion of this course, students will be able to properly restrain and examine mice, rats, rabbits, birds, collect blood samples from rats and rabbits, and perform a necropsy on a laboratory animal. COREQUISITE: 10091104 Clinical Pathology 2 for Vet Sciences.

10091110 Clinical Skills 1 for Vet Sciences - Credits: 2
In this course, students will be able to perform routine veterinary clinic procedures such as venipuncture, urine collection, and subcutaneous injection. PREREQUISITES: 10091108 Veterinary Pharmacology and 10091105 Surgical Procedures 1 for Vet Sciences.

10091111 Clinical Skills 2 for Vet Sciences - Credits: 2
In this course, students further assimilate skills in a clinical setting to develop proficiency in animal nursing techniques. Upon completion of this course, students will be able to perform more complex clinical procedures such as monitor patients in the anesthetic and recovery periods, properly restrain small animals, and prepare patients for surgery. COREQUISITE: 10091110 Clinical Skills 1 for Vet Sciences.

10091112 Veterinary Technician Certification Review - Credits: 3
This is a summary course reviewing the skills, knowledge, and Veterinary Technician abilities acquired throughout the program. This course will serve to assist the student in preparing for the Veterinary Technician National Exam (VTNE) and Wisconsin State Exam required for certification. The course will also review critical laboratory skills and professional development issues. COREQUISITE: 10091106 Surgical Procedures 2 for Vet Sciences. NOTE: This class does not guarantee passage of the national and state Veterinary Technician Certification Exams, but is designed as a studying aid by reviewing the knowledge and skills that a veterinary technician student should possess upon graduation.

10091113 Anesthesia for Veterinary Technicians - Credits: 3
In this course, students investigate anesthetic delivery and monitoring equipment, pain management strategies, and appropriate responses to patient compromise to acquire skills needed to coordinate anesthetic events in veterinary patients. Upon completion of this course, students will be able to choose and administer appropriate veterinary anesthetic protocols, monitor and maintain patient status throughout anesthetic events, and maintain equipment and accurate anesthetic records. PREREQUISITES: 10091108 Veterinary Pharmacology, 10091111 Clinical Skills 2 for Vet Sciences, and COREQUISITE 10091106 Surgical Procedures 2 for Vet Sciences.

10091114 Veterinary Technician Clinical Internship - Credits: 4
In this course, students hone animal nursing skills in a clinical setting to achieve proficiency needed to function in the role of veterinary technician according to the standards set by CVTEA. Upon completion of this course, students will have the skills and knowledge required of an entry level veterinary technician. COREQUISITE: 10091112 Veterinary Technician Certification Review.
Architecture and Construction

Architectural Commercial Design .................. 64
Construction and Cabinetmaking .................. 67
Architectural Woodworking & Cabinetmaking 68
Construction Essentials ......................... 69
Heating, Ventilation, and Air Conditioning/
   Refrigeration (HVAC/R) .......................... 72
HVAC Installation Technician .................... 73
Refrigeration Essentials ......................... 74
Utility Construction Technician ............... 77
Utility Construction Installer ................. 78
Architectural Commercial Design
10-614-4 Associate Degree (two-year)

Campuses: New Richmond, Rice Lake

Program Overview
Architecture is a combination of art, science and communication. The Architectural Commercial Design program emphasizes the science of construction knowledge and communicating that knowledge in drawings through an efficient use of building information modeling (BIM) and computer-aided design (CAD) programs.

Employers are impressed with WITC graduates' understanding of the entire building process, building connection details and programs like Revit and AutoCAD.

Special Feature
This program is unique in the state.

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Review and Sign Functional Abilities Disclosure
• Complete admissions meeting with a WITC counselor

Program Outcomes
Architectural Commercial Design graduates will be able to:
• Develop construction documents
• Evaluate building materials
• Develop building designs
• Integrate building systems
• Use computer-aided drafting, building information modeling, and architectural related software
• Utilize office practices and standards
• Utilize the Enrolled Wisconsin Commercial Building Code incorporating the International Building Code

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• CAD Drafter
• Store Planner
• Project Manager
• Technical Coordinator
• Design Technician
• CAD Technician

With additional experience, graduates may move into one of these positions:
• Architect
• Project Manager
• CAD Manager

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10614129</td>
<td>Building Estimating</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10614165</td>
<td>Site Design</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10614170</td>
<td>Architectural Materials and Methods 1</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10614171</td>
<td>Architectural Materials and Methods 2</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10614172</td>
<td>Architectural Drafting and Design 1</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10614173</td>
<td>Architectural Drafting and Design 2</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10614174</td>
<td>Architectural Drafting and Design 3</td>
<td>5 cr.</td>
</tr>
<tr>
<td>10614175</td>
<td>Architectural Drafting and Design 4</td>
<td>5 cr.</td>
</tr>
<tr>
<td>10614176</td>
<td>Architectural Technology 1</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10614177</td>
<td>Architectural Technology 2</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10614178</td>
<td>Architectural Technology 3 or Architectural Internship</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10614179</td>
<td>Mechanical Systems</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10614180</td>
<td>Structural Analysis and Design</td>
<td>3 cr.</td>
</tr>
<tr>
<td>Technical Studies Total</td>
<td>44 cr.</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10801136</td>
<td>English Composition 1</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10801196</td>
<td>Oral/Interpersonal Communication or Speech</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10804118</td>
<td>Intermediate Algebra with Applications</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10804196</td>
<td>Trigonometry with Applications</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809122</td>
<td>Introduction to American Government or Introduction to Ethics: Theory and Application</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809172</td>
<td>Introduction to Diversity Studies or Introduction to Sociology</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809195</td>
<td>Economics</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809196</td>
<td>Introduction to Psychology</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809198</td>
<td>Developmental Psychology</td>
<td>3 cr.</td>
</tr>
<tr>
<td>General Studies Total</td>
<td>19 cr.</td>
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</tr>
</tbody>
</table>

TOTAL PROGRAM REQUIREMENTS: 63 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>8</th>
<th>Number employed</th>
<th>6</th>
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</thead>
<tbody>
<tr>
<td>Number of responses</td>
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<td>Percent employed</td>
<td>86%</td>
</tr>
<tr>
<td>Number available for employment</td>
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<td>Employed in related field</td>
<td>6</td>
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<tr>
<td>% employed in WITC district</td>
<td>17%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Range of yearly salary</td>
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<td></td>
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<tr>
<td>Average yearly salary</td>
<td>$44,585</td>
<td></td>
<td></td>
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</tbody>
</table>

2019/2020
Course Descriptions

(See pages 40-42 for General Studies course descriptions)

10614129 Building Estimating - Credits: 3
This course introduces the student to the basic methods of building estimating and systems for doing quantity surveys. Emphasis is placed on developing the skills received in preparing the kinds of estimates commonly used in architecture and building construction. Practical exercises in developing estimates for wood frame and light commercial structure are included in the course of study. PREREQUISITE: 10614170 Architectural Materials and Methods 1.

10614165 Site Design - Credits: 3
The course focuses on the fundamental design issues of the building site with an introduction to land surveying and topography, land planning and zoning, and environmental regulations. The lab portion of the course provides an opportunity to develop site analysis and design skills through the development of an architectural commercial site design project. PREREQUISITE: 10614176 Architectural Technology 1 and COREQUISITE: 10804196 Trigonometry with Applications.

10614170 Architectural Materials and Methods 1 - Credits: 3
This course introduces the student to the materials and methods used in wood frame construction. It familiarizes students with components of modern construction for the purpose of selecting the materials best suited to various construction jobs.

10614171 Architectural Materials and Methods 2 - Credits: 3
This course introduces the student to commercial building materials. Students draw connection details for concrete, steel, and masonry and combinations thereof. Commercial building code analysis and construction practices such as the design process, bidding, and construction administration are also covered. PREREQUISITE: 10614170 Architectural Materials and Methods 1.

10614172 Architectural Drafting and Design 1 - Credits: 4
This course introduces graphic representation in construction. It covers the fundamentals of drafting including line work, lettering, measuring, sketching, projections, and pictorial drawings. Students will use the aforementioned fundamentals to complete a set of drawings for a residence. COREQUISITES: 10614170 Architectural Materials and Methods 1 and 10614176 Architectural Technology 1.

10614173 Architectural Drafting and Design 2 - Credits: 4
This course introduces the student to the design principles needed for wood frame structures and incorporates the many aspects of building aesthetics and working drawings. The final assignment is to plan a set of drawings for a wood frame commercial building. PREREQUISITE: 10614172 Architectural Drafting and Design 1.

10614174 Architectural Drafting and Design 3 - Credits: 5
In this course the student learns the design principles needed for creating working drawings for multi-level commercial buildings. This course starts with units on accessibility and space planning. As the course progresses, students complete a set of construction documents while applying building codes and incorporating various structural building materials such as precast concrete, masonry, and steel. PREREQUISITES: 10614173 Architectural Drafting and Design 2 and COREQUISITE: 10614171 Architectural Materials and Methods 2.

10614175 Architectural Drafting and Design 4 - Credits: 5
This final semester course is designed to prepare the student for the challenges of working in an architectural office. The major portion of the course is finalizing a set of architectural working drawings for a commercial building. The course also includes architectural office orientation, specifications, architectural group projects, and commercial building planning considerations as well as several activities directed toward successful job-hunting skills. PREREQUISITE: 10614174 Architectural Drafting and Design 3.

10614176 Architectural Technology 1 - Credits: 3
AutoCAD and related architectural software is utilized to teach learners the fundamentals of architectural computer-aided drafting. Topics from CAD applications in architecture and the equipment required to do actual drafting, modifying, and plotting operations are covered.

10614177 Architectural Technology 2 - Credits: 2
This course is an introduction to the application of BIM software in architectural drafting. Students will apply Revit Architecture software to create a three-dimensional building model that allows for deliverables such as floor plans, building sections, exterior elevations, and schedules. The building model will include walls, openings, floors, stair, roof, foundations, and footings. Topics such as datum, annotation, modifying family types, and profiles will be covered. PREREQUISITE: 10614170 Architectural Materials and Methods 1.

10614178 Architectural Technology 3 - Credits: 3
This course builds upon students’ prior experience from other courses in which Revit has been instrumental in developing projects. Students will spend part of their time learning advanced concepts in Revit such as creating and editing families, exploring interoperability, exploring 3D viewing options, and other advanced features. Throughout the course, students will also apply those concepts to a project of their choosing. PREREQUISITE: 10614177 Architectural Technology 2.

10614179 Architectural Internship - Credits: 3
Internship is designed to provide students with on-the-job experience in actual work situations. These experiences strengthen student competencies through participation in a wide variety of occupational experiences, ranging from routine assignments to specialized work-related duties. PREREQUISITES: Appropriate technical studies courses and a minimum of one year successful associate degree program competencies and/or instructor approval.

10614179 Mechanical Systems - Credits: 3
This course introduces basic principles of plumbing and electrical systems along with heating, ventilating and air conditioning systems in building design and construction. These systems are studied in the context of the overall building design with emphasis on materials, equipment systems design, engineering principles, and sustainable design practices. PREREQUISITE: 10614172 Architectural Drafting and Design 1.

10614180 Structural Analysis and Design - Credits: 3
Basic concepts of design as applied to steel and timber beams and columns, as well as concrete bases, slabs, columns, and foundations are developed. Emphasis is on developing a sound conception of the related problems faced by the architect, contractor, construction superintendent, and distributors in planning and erecting buildings. PREREQUISITE: 10804110 Intermediate Algebra with Applications.
## Construction and Cabinetmaking Pathway

### You could take this first and get a credential.

<table>
<thead>
<tr>
<th>Program</th>
<th>Potential Careers</th>
<th>Credits / Time</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Construction Essentials</strong></td>
<td>Construction Worker, Construction/ Carpenter Laborer, Carpenter Assistant, Carpentry Framer</td>
<td>9 Credits / 1 Year Part Time</td>
</tr>
</tbody>
</table>

**Architectural Woodworking & Cabinetmaking**

<table>
<thead>
<tr>
<th>Potential Careers</th>
<th>Credits / Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cabinetmaker, Cabinet Installer, Furniture Maker, Machine Operator, Interior Finish Carpenter</td>
<td>29 Credits / 1 Year</td>
</tr>
</tbody>
</table>

### Continue your education to obtain this technical diploma.

<table>
<thead>
<tr>
<th>Program</th>
<th>Potential Careers</th>
<th>Credits / Time</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Construction and Cabinetmaking</strong></td>
<td>Carpenter (Construction), Woodworking Machine Operator, Furniture Finisher, Millperson, Machine Setup Person, Cabinetmaker, Wood Machinist, Salesperson, Estimator, Draftsperson, Material Handling Specialist</td>
<td>62 Credits / 2 Years Full Time</td>
</tr>
</tbody>
</table>

### Continue your education to obtain a bachelor’s degree.

**BEYOND WITC**

<table>
<thead>
<tr>
<th>Program</th>
<th>Important Notes on Transferring:</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Bachelor’s Degree</strong></td>
<td>- Check out <a href="http://witc.edu/transfer">witc.edu/transfer</a> for details on specific agreements listed</td>
</tr>
<tr>
<td>UW-Stout</td>
<td>- The college listed has developed a Technical Diploma to Bachelor Degree Articulation Agreement with WITC</td>
</tr>
<tr>
<td></td>
<td>- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities</td>
</tr>
<tr>
<td></td>
<td>- Transferology, <a href="http://www.transferology.com">www.transferology.com</a>, or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process</td>
</tr>
</tbody>
</table>
**Construction and Cabinetmaking**  
32-410-2 Technical Diploma (two-year)  
Financial Aid Eligible

**Campuses:** Rice Lake

**Program Overview**

The Construction and Cabinetmaking program will provide you with the knowledge and skills necessary for job success in the construction industry. You will learn the fundamentals of building design, construction, layout operation, related mathematics, print reading, estimating, CNC, cabinet construction and materials of industry. You will use hand and power tools that are commonly used in construction and fabrication to assemble furniture, cabinets and build a high-end house off site.

**Special Feature**

This is a unique two-year program in the state that combines cabinetry and residential construction.

The second year of this program includes building a custom home as a capstone project.

**Admission Requirements**

- Complete application form and submit with fee (fee waiver may apply if previously submitted)
- Review and sign Functional Abilities Disclosure
- Review and Sign Gainful Employment Disclosure
- Complete admissions meeting with a WITC counselor

**Program Outcomes**

Construction and Cabinetmaking graduates will be able to:
- Use hand and power tools and equipment
- Apply industry recognized safety practices and procedures
- Analyze sustainable building practices
- Interpret construction drawings
- Interpret building codes
- Demonstrate industry building practices and material application

**Employability Essentials**

The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

**Career Outlook**

Typical positions available after graduation include:
- Carpenter (Construction)
- Woodworking Machine Operator
- Furniture Finisher
- Millperson
- Machine Setup Person
- Cabinetmaker
- Wood Machinist
- Salesperson
- Estimator
- Draftsperson
- Material Handling Specialist

**Curriculum**

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>32410300</td>
<td>Cabin and Furniture Making 1</td>
<td>5 cr.</td>
</tr>
<tr>
<td>32410302</td>
<td>Cabin and Furniture Making 2 *</td>
<td>5 cr.</td>
</tr>
<tr>
<td>32410303</td>
<td>Construction Framing 1 *</td>
<td>4 cr.</td>
</tr>
<tr>
<td>32410304</td>
<td>Advanced Construction Framing (WBL) *</td>
<td>4 cr.</td>
</tr>
<tr>
<td>32410320</td>
<td>CNC Machine Operation *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32410326</td>
<td>Site Surveying *</td>
<td>1 cr.</td>
</tr>
<tr>
<td>32410329</td>
<td>Building Materials Estimating *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32410332</td>
<td>Drafting for Carpentry 1 *</td>
<td>5 cr.</td>
</tr>
<tr>
<td>32410333</td>
<td>Drafting for Carpentry 2 *</td>
<td>5 cr.</td>
</tr>
<tr>
<td>32410334</td>
<td>Production Cabinetmaking *</td>
<td>5 cr.</td>
</tr>
<tr>
<td>32410335</td>
<td>Interior Finish *</td>
<td>5 cr.</td>
</tr>
<tr>
<td>32410339</td>
<td>Print Reading for Building Construction</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32410353</td>
<td>Construction Framing 2 *</td>
<td>4 cr.</td>
</tr>
<tr>
<td></td>
<td><strong>Occupational Specific Total</strong></td>
<td>50 cr.</td>
</tr>
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</table>

**Occupational Supportive/General Studies Courses **

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>32801361</td>
<td>Applied Communications</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32801362</td>
<td>Advanced Communication Skills *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32804325</td>
<td>Applied Technical Math 1</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32804335</td>
<td>Advanced Technical Math *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32809380</td>
<td>Applied Interpersonal Skills</td>
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<tr>
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<td><strong>Occupational Supportive/General Studies Total</strong></td>
<td>12 cr.</td>
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</tbody>
</table>

**Program Requirements**  
62 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.

**Gainful Employment Information**

Gainful employment information is available at this link: [https://www.witc.edu/academic-programs/degree-programs-and-certificates/construction-and-cabinetmaking/gainful-employment](https://www.witc.edu/academic-programs/degree-programs-and-certificates/construction-and-cabinetmaking/gainful-employment). This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

**Graduate Employment Information**

(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of responses</td>
<td>2</td>
</tr>
<tr>
<td>Number available for employment</td>
<td>2</td>
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</table>

<table>
<thead>
<tr>
<th>% employed in WITC district</th>
<th>100%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Range of yearly salary</td>
<td>-*$</td>
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<tr>
<td>Average yearly salary</td>
<td>-*$</td>
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</table>

%Insufficient data to report.
Architectural Woodworking & Cabinetmaking
31-409-1 Technical Diploma (one-year) Financial Aid Eligible

Campuses: Custom Delivery, Rice Lake

Program Overview
The Architectural Woodworking & Cabinetmaking technical diploma will provide students with the knowledge and skills necessary to work in cabinet and/or furniture shops, furniture factories, display shops, and finish the interior of homes. Students will learn the fundamentals of cabinetmaking and furniture making along with installation and interior finish, print reading, math concepts, and CNC machine operation. Safety principles and the use of hand and power tools will also be covered.

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Review and sign Functional Abilities Disclosure
• Review and Sign Gainful Employment Disclosure
• Complete admissions meeting with a WITC counselor

Program Outcomes
Architectural Woodworking & Cabinetmaking graduates will be able to:
• Read blueprints
• Identify materials
• Set up machinery
• Operate saws, joiners, planers, shapers, sanders and other woodworking machinery
• Assemble parts

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Cabinet Installer
• Cabinetmaker
• Machine Operator
• Furniture Maker
• Interior Finish Carpenter

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>32410300</td>
<td>Cabinet and Furniture Making 1</td>
<td>5 cr.</td>
</tr>
<tr>
<td>32410302</td>
<td>Cabinet and Furniture Making 2 *</td>
<td>5 cr.</td>
</tr>
<tr>
<td>32410320</td>
<td>CNC Machine Operation *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32410334</td>
<td>Production Cabinetmaking *</td>
<td>5 cr.</td>
</tr>
<tr>
<td>32410335</td>
<td>Interior Finish *</td>
<td>5 cr.</td>
</tr>
<tr>
<td>32410339</td>
<td>Print Reading for Building Construction</td>
<td>2 cr.</td>
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</table>

Occupational Specific Total 24 cr.

<table>
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<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
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<tbody>
<tr>
<td>32801361</td>
<td>Applied Communications</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32804325</td>
<td>Applied Technical Math 1</td>
<td>3 cr.</td>
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<td></td>
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<td>5 cr.</td>
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</table>

Occupational Supportive/General Studies Courses **

PROGRAM REQUIREMENTS 29 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/architectural-woodworking-cabinetmaking/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
Architectural Woodworking & Cabinetmaking is a new WITC program. No graduate follow-up information is currently available.

2019/2020
Construction Essentials
30-410-3 Technical Diploma (less than one-year)

Campus: Custom Mobile Site Delivery

Program Overview
You will find entry-level job success with an opportunity to build your knowledge, skills and professionalism to further your career. You will learn the basic fundamentals of construction framing and drafting along with print reading and math concepts related to construction. Safety principles and the use of hand and power tools will be covered.

Special Features
WITC’s Construction Essentials program is designed to offer at off campus sites. This mobile delivery option increases training opportunities for high schools and other WITC partnering agencies.

Inquire
For more information on this program, scheduled sites, and how to apply, contact: Karen Hoglund, Dean, Academic Programs-Ashland, Karen.Hoglund@witc.edu or 715.246.6561 ext. 3138

Program Outcomes
Construction Essentials graduates will be able to:
• Use hand and power tools and equipment
• Apply industry recognized safety practices and procedures
• Interpret construction drawings
• Demonstrate industry building practices and material application

Career Outlook
Typical positions available after graduation include:
• Construction Worker
• Construction/Carpenter Laborer
• Carpenter Assistant
• Carpentry Framer

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Occupational Specific Courses</td>
<td></td>
</tr>
<tr>
<td>32410303</td>
<td>Construction Framing 1 *</td>
<td>4 cr.</td>
</tr>
<tr>
<td>32410339</td>
<td>Print Reading for Building Construction</td>
<td>2 cr.</td>
</tr>
<tr>
<td></td>
<td>Occupational Specific Total</td>
<td>6 cr.</td>
</tr>
<tr>
<td></td>
<td>Occupational Supportive/General Studies Courses **</td>
<td></td>
</tr>
<tr>
<td>32804325</td>
<td>Applied Technical Math 1</td>
<td>3 cr.</td>
</tr>
<tr>
<td></td>
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<td>3 cr.</td>
</tr>
<tr>
<td></td>
<td>TOTAL PROGRAM REQUIREMENTS</td>
<td>9 cr.</td>
</tr>
</tbody>
</table>

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Number of responses</td>
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<tr>
<td>Number available for employment</td>
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</tr>
<tr>
<td>Number employed</td>
<td>10</td>
</tr>
<tr>
<td>Percent employed</td>
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</tr>
<tr>
<td>Employed in related field</td>
<td>9</td>
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<tr>
<td>% employed in WITC district</td>
<td>100%</td>
</tr>
<tr>
<td>Range of yearly salary</td>
<td>$29,908-$51,996</td>
</tr>
<tr>
<td>Average yearly salary</td>
<td>$37,491</td>
</tr>
</tbody>
</table>

2019/2020
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

32410300
Cabinet and Furniture Making 1 - Credits: 5
This is a lab/shop/theory application. This course covers the basics of cabinet and furniture construction. Fundamental machine operations and safety rules are taught. The students are required to construct, by approved machine methods, the common joints used in good construction. The study of wood and other materials, hand tools and bench work, shop drawing, design, and layout are a part of the basic course.

32410302
Cabinet and Furniture Making 2 - Credits: 5
This is a lab/shop applications course. The student will be involved in projects according to his/her abilities to provide practical application of the operations learned. COREQUISITE: 32410300 Cabinet and Furniture Making 1.

32410303
Construction Framing 1 - Credits: 4
This is a lab/shop applications course. The course covers the operations required in building layout and the framing of floors and walls to meet Wisconsin State Code. Competencies are learned through actual hands-on applications. COREQUISITES: 32410339 Print Reading for Building Construction and 32804325 Applied Technical Math 1.

32410304
Advanced Construction Framing (WBL) - Credits: 5
This is a lab/shop/theory application. This course provides instruction in current application techniques of various building materials as applied to construction work on residential/light commercial buildings. The course of study encompasses the procedures of appropriate safe skills and knowledge required to construct/install rafters, roofing, materials, siding, insulations, stairs, platforms, decks, floor coverings, wall coverings, and related materials. PREREQUISITE: 32410315 Construction Framing 2.

32410320
CNC Machine Operation - Credits: 2
This course introduces the student to the development and editing of CNC programs. The basic elements of CNC machine setup and operation are covered for the production of acceptable parts. Safety concerns are also addressed. PREREQUISITE: 32804325 Applied Technical Math 1.

32410326
Site Surveying - Credits: 1
This course is designed to provide the student with the understanding of site plans, the recountouring of sites, the use of builder’s surveying equipment, and other related information. PREREQUISITES: 32410339 Print Reading for Building Construction and 32804325 Applied Technical Math 1.

32410229
Building Materials Estimating - Credits: 3
This course introduces the student to the basic methods of estimating and develops a system for doing quantity surveys. The course also prepares the student to make some of the kinds of estimates that are commonly used in architecture and building construction. PREREQUISITES: 32410333 Drafting for Carpentry 2 and 32804325 Applied Technical Math 1 or equivalent.

32410332
Drafting for Carpentry 1 - Credits: 5
This course introduces students to the subject of residential design and construction. The problems faced by builders and designers before actual construction begins are emphasized. Students complete a series of detail drawings to acquaint them with the materials used and the methods of fabrication in sketching, lettering, line weights, and use of the scale are stressed. Standard house plans are utilized to acquaint the student with the drawings used in home construction. Students are also introduced to state, federal, and local codes. PREREQUISITE: 32410319 Print Reading for Building Construction.

32410233
Drafting for Carpentry 2 - Credits: 5
This course introduces students to the subject of residential design and construction. The problems faced by builders and designers before actual construction begins are emphasized. Students complete a series of detail drawings to acquaint them with the materials used and the methods of fabrication in sketching, lettering, line weights, and use of the scale are stressed. Standard house plans are utilized to acquaint the student with the drawings used in home construction. Students are also introduced to state, federal, and local codes. PREREQUISITE: 32410319 Print Reading for Building Construction.

32410334
Production Cabinetmaking - Credits: 5
This is a lab/shop/theory application that deals with finishing and fine tolerances of the construction trade. Hands-on techniques of hanging and trim molding, finishing drywall, and other wall finishes are covered. PREREQUISITE: 32410302 Cabinet and Furniture Making 2 and COREQUISITE: 32410334 Production Cabinetmaking.

32410339
Print Reading for Building Construction - Credits: 2
This course provides instruction in reading and interpreting shop drawings, residential drawings, and commercial building plans. Emphasis is placed on building terminology and learning conventional techniques of communicating building methods from the designer to the builder. Students learn to visualize the structure and to interpret elevations, plans, sections, and details in drawings. They also learn to read and interpret building specifications.

32410353
Construction Framing 2 - Credits: 4
This is a lab/theory course that covers the operations required in building layout and the framing of floors, walls, roofs, and stairs. The learner will learn the importance of building an energy-efficient home, and will be performing energy tests with diagnostic tools. Competencies are learned through lecture and actual hands-on applications. PREREQUISITES: 32410339 Print Reading for Building Construction, 32804325 Applied Technical Math 1, and COREQUISITE: 32410303 Construction Framing 1.
Heating, Ventilation, and Air Conditioning/Refrigeration Pathway

You could take this first to get a credential.

**Refrigeration Essentials**
Technical Diploma
14 Credits / Less than One Year

**Potential Careers**
Service Technician, Refrigeration Technician

Continue your education to obtain this technical diploma.

**HVAC Installation Technician**
Technical Diploma
27 Credits / 1 Year Full Time

**Potential Careers**
HVAC installer, HVAC Mechanic, Service Technician, Systems Mechanic

Continue your education to obtain this technical diploma.

**Heating, Ventilation, and Air Conditioning/Refrigeration**
Technical Diploma
55 Credits / 2 Years Full Time

**Potential Careers**
Install HVAC/R components, Service HVAC/R systems, Troubleshoot HVAC/R systems, Evaluate HVAC/R system designs

**Range of Yearly Salary**
$31,198-$53,816 annually

Continue your education to obtain a bachelor’s degree.

**BEYOND WITC**
**Bachelor’s Degree**
UW-Stout

**Important Notes on Transferring:**
- Check out witc.edu/transfer for details on specific agreements listed
- The college listed has developed a Technical Diploma to Bachelor Degree Articulation Agreement with WITC
- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities
- Transferology, www.transferology.com, or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process.
Campus: Superior

Program Overview
The program operates out of WITC’s head-of-the-Great Lakes training center, a state-of-the-art facility on WITC-Superior’s campus. Through partnerships with Trane USA, Snap-on Tools, and the National Coalition of Certification Centers (www.nc3.net), WITC will train you in the areas of electricity, heating, residential air conditioning, refrigeration, geothermal, sheet metal fabrication, direct digital controls (DDC) and commercial HVAC applications. You can leave with industry credentialing in the areas of refrigerant handling safety, tool usage, and control systems. Foundational skills and principles learned in this program prepare you to work in the commercial and residential HVAC/R industry. Periodic site visits with active HVAC/R equipment are incorporated throughout the two year program to enhance student learning. Students also attend several local training seminars, and conferences that feature industry experts so they can stay on top of industry trends, and training. Full-time students can complete the program in four semesters.

Special Feature
The HVAC/R program at Wisconsin Indianhead Technical College has adopted new certification guidelines established by The National Coalition of Certifications (NC3), working with Trane, a leader in the HVAC/R industry.

NC3 was established to address the need for strong industry partnerships with educational institutions in order to develop, implement, and sustain industry-recognized certifications that have strong validation and assessment standards.

NC3 has developed a comprehensive, workforce development program for training and professional certifications. NC3 members are provided with expert consultation – from facility planning, faculty training, and the support necessary for professional certification programs.

Admission Requirements
- Complete application form and submit with fee (fee waiver may apply if previously submitted)
- Review and sign Functional Abilities Disclosure
- Review and Sign Gainful Employment Disclosure
- Complete admissions meeting with a WITC counselor

Program Outcomes
HVAC/R graduates will be able to:
- Install HVAC/R components
- Service HVAC/R systems
- Troubleshoot HVAC/R systems
- Evaluate HVAC/R system designs

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
- Residential HVAC/R Technician
- Commercial HVAC/R Technician
- Industrial HVAC/R Technician
- Mechanical Contractor HVAC/R Technician
- Facilities HVAC/R Technician
- Wholesale Service Representative

With additional education and/or work experience, graduates may find other opportunities for employment:
- Energy Management Technician
- Business Owner HVAC/R
- Practice Engineering of HVAC/R Systems

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/heating-ventilation-air-conditioning-and-refrigeration/gainful-employment

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>Number employed</th>
<th>% employed in WITC district</th>
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</thead>
<tbody>
<tr>
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<td>9</td>
<td>29%</td>
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<tr>
<td>Number of responses</td>
<td>Percent employed</td>
<td>Range of yearly salary</td>
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<td>9</td>
<td>100%</td>
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<tr>
<td>Number available for employment</td>
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<tr>
<td>9</td>
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</table>

2019/2020

Financial Aid Eligible

800.243.9482 • witc.edu
HVAC Installation Technician
31-601-2 Technical Diploma (one-year)

Campus: Superior

Program Overview
The HVAC Installation Technician program will give students the skills to install new heating, cooling, and ventilation systems, inspect current HVAC systems for effectiveness and safety, perform preventative maintenance on HVAC systems to increase longevity, and conduct performance tests with specialized tools. Students will be prepared to test for the EPA Section 608 Certification and multiple NC3 Certifications.

Program Outcomes
HVAC Installation Technician graduates will be able to:
• Install residential heating, ventilation and air conditioning equipment
• Commission (startup) and service residential heating, ventilation and air conditioning equipment
• Install commercial heating, ventilation and air conditioning equipment
• Commission (startup) and service commercial heating, ventilation, and air conditioning equipment
• Install commercial refrigeration equipment
• Commission (startup) and service commercial refrigeration equipment

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• HVAC Installer
• HVAC Mechanic
• Service Technician
• Systems Mechanic

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>32601300</td>
<td>Air Conditioning Fundamentals *#</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32601301</td>
<td>Basic Mechanical Fundamentals *#</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32601303</td>
<td>Principles of AC/DC *#</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32601304</td>
<td>Heating Systems *#</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32601305</td>
<td>Electrical Controls and Systems</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32601306</td>
<td>HVAC/R Print Reading *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32601310</td>
<td>Sheet Metal Fabrication *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32601317</td>
<td>Refrigeration Fundamentals *##</td>
<td>3 cr.</td>
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</table>

Occupational Specific Total 20 cr.

Occupational Supportive/General Studies Courses **

<table>
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<tr>
<th>Number</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>32801361</td>
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<tr>
<td>32804325</td>
<td>Applied Technical Math 1</td>
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</tr>
<tr>
<td>32804334</td>
<td>Applied Technical Math 2 *</td>
<td>2 cr.</td>
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</table>

Occupational Supportive/General Studies Total 7 cr.

PROGRAM REQUIREMENTS 27 cr

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.
# NC3 Certification Exam Administered.
## EPA Section 608 Certification Exam Administered

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/hvac-installation-technician/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
HVAC Installation Technician is a new WITC program. No graduate follow-up information is currently available.

2019/2020
Refrigeration Essentials
30-601-1 Technical Diploma (less than one year)

Campus: Superior

Program Overview
The Refrigeration Essentials program will allow students to complete coursework in Air Conditioning, Refrigeration and Basic Mechanical Fundamentals, along with Principles of AC/DC and Applied Technical Math 1. Full time students will be able to complete this short term technical diploma in one semester (16 weeks). Students will be prepared to test for the EPA Section 608 Certification and NC3 Certifications.

Special Feature
Students are eligible to take the following NC3 Certification Exams: Indoor Air Quality, Building Performance Instruments (BPI) - Leak Detection, Air to Air Heat Pumps and Condioners, and 575 Multi Meter Certification

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Review and sign Functional Abilities Disclosure

Program Outcomes
Refrigeration Essentials graduates will be able to:
• Perform limited service on refrigeration and air conditioning systems
• Perform limited installation on refrigeration and air conditioning systems
• Demonstrate ability to solder, braze, and flare copper piping
• Demonstrate ability to troubleshoot electrical systems on refrigeration and air conditioning systems

Career Outlook
Typical positions available after graduation include:
• Service Technician
• Refrigeration Technician

Curriculum

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<td>Refrigeration Fundamentals *##</td>
<td>3 cr.</td>
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<tr>
<td>32804325</td>
<td>Applied Technical Math 1</td>
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</tr>
<tr>
<td></td>
<td>Occupational Supportive/General Studies Total</td>
<td>3 cr.</td>
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</tbody>
</table>

PROGRAM REQUIREMENTS 14 cr

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.
# NC3 Certification Exam Administered
## EPA Section 608 Certification Exam Administered.

Graduate Employment Information
Refrigeration Essentials is a new WITC program. No graduate follow-up information is currently available.

2019/2020
32601300
**Air Conditioning Fundamentals - Credits: 2**
Topics covered include air conditioning principles and terms, physical principles of air movement and humidity, methods of conditioning air for comfort and health, the proper use of psychrometers, dry bulb thermometers, hygrometers, pitot tubes, recorders, manometers and barometers, and the reading and interpretation of psychrometric charts and scales. PREREQUISITE: Admission to HVAC/R Plan, Refrigeration Essentials Plan, or HVAC Installation Technician Plan.

32601301
**Basic Mechanical Fundamentals - Credits: 3**
This course is designed to introduce the learner to the basic fundamental skills necessary to work in the HVAC/R Industry. Instruction will be given in learning the various types of piping and tubing used in air conditioning, heating, and refrigeration; types of fittings, bending, brazing, soft soldering tubing, black iron pipe work, using hand tools, and the recognition and practice of safety procedures while working on heating, air conditioning, and refrigeration systems. PREREQUISITE: Admission to HVAC/R Plan, Refrigeration Essentials Plan, or HVAC Installation Technician Plan.

32601303
**Principles of AC/DC - Credits: 3**
This course provides an introduction to DC and AC electricity. The students will be able to perform basic resistance, current, voltage, and power calculations and measurements in both DC and AC circuits. Knowledge and use of test equipment will focus on multimeters and oscilloscopes. Critical-thinking skills are emphasized to develop competencies in problem solving and troubleshooting. This is a lab- and lecture-based course that provides hands-on and theoretical learning. COREQUISITE: 32601352 Applied Technical Math 1.

32601304
**Heating Systems - Credits: 2**
Topics include introduction to heat principles, temperature measurement, fuels and other sources of heat, combustion, basic heating systems, basic furnace design, gas furnace design and operation, venting of furnaces, chimney or exhaust gases, and system controls. PREREQUISITE: Admission to HVAC/R Plan or HVAC Installation Technician Plan.

32601305
**Electrical Controls and Systems - Credits: 3**
Topics in this course include basic electricity review, control circuits, symbols, diagrams, protection devices, transformers, relays, thermostats, single-phase motors, capacitors, control components, and troubleshooting AC/DC circuit wiring diagrams. Electrical experience equivalent to 32601303 Principles of AC/DC is recommended.

32601306
**HVAC/R Print Reading - Credits: 2**
Topics include print reading; understanding, interpreting, and utilizing architectural working drawings; safety procedures; drafting techniques; and lettering. PREREQUISITE: Admission to HVAC/R Plan or HVAC Installation Technician Plan.

32601307
**Heating System Applications - Credits: 3**
Topics include installation, start-up, and service of gas- and oil-fired heating equipment; air conditioning and air-to-air heat pump systems; and electrical and mechanical testing/analyzing of system components. PREREQUISITES: 32601301 Basic Mechanical Fundamentals and 32601304 Heating Systems.

32601308
**Electronic Energy Management - Credits: 3**
This course serves as an introduction to how a heating, venting, and air conditioning control system is used to operate a building's mechanical equipment so as to maintain the desired environmental conditions. PREREQUISITE: 32601309 Control Circuit Applications.

32601309
**Control Circuit Applications - Credits: 3**
Topics include control circuit terminology, measuring devices, and control systems. The principles of self-contained, electromechanical, and electronic-electric controls are examined and applied to control systems operation and design. PREREQUISITE: 32601305 Electrical Controls and Systems.

32601310
**Sheet Metal Fabrication - Credits: 2**
The layout and fabrication of a variety of sheet metal fittings. PREREQUISITE: 32601301 Basic Mechanical Fundamentals.

32601311
**Hydronic Heating - Credits: 3**
Topics include heating ignition systems, oil boiler installation and start up, venting of gas-fired boilers, heating with hot water, multiple boiler systems basics, and zoning hydronic heating systems. PREREQUISITES: 32601301 Basic Mechanical Fundamentals and 32601304 Heating Systems.

32601312
**Refrigeration Applications - Credits: 3**
Topics include domestic and commercial refrigeration systems, applications, installation, servicing, troubleshooting, heat loads and piping, controls, and special refrigeration components. PREREQUISITES: 32601300 Air Conditioning Fundamentals, 32601301 Basic Mechanical Fundamentals, and 32601317 Refrigeration Fundamentals.

32601313
**HVAC/R Electronic Troubleshooting/Repair (WBL) - Credits: 2**
This course is designed for the advanced student who has already completed the theoretical and basic hands-on classes. In this class the student will be responsible for troubleshooting and repairing a variety of HVAC/R equipment. The student will be required to diagnose the faulty equipment, select the proper replacement parts, return the equipment to a working condition, and prepare a detailed work order listing all work performed. PREREQUISITE: 32601309 Control Circuit Applications.

32601314
**Heat Load Estimation - Credits: 1**
This course will teach the student how to use “Manual J” from ACCA. The student will develop the skills to do residential heating and cooling heat loads. Students will calculate heat loss and also losses or gains due to infiltration, sun loads etc. The student will do calculations on actual buildings using ACCA industry standard form J-1. The student will also be pricing energy upgrades such as insulation, window improvements, etc. and calculating payback and fuel savings. PREREQUISITE: Admission to HVAC/R Plan.

32601315
**Geothermal Systems - Credits: 2**
This course is designed to introduce the student to the basic concepts of geothermal heating and cooling. Students will be introduced to the concepts of geothermal heating and cooling using geothermal pumps, ground source heat exchangers, indoor heat exchangers, connecting devices, and circulating fluid configurations and fusions. PREREQUISITES: 32601301 Basic Mechanical Fundamentals, 32601317 Refrigeration Fundamentals, and 32601305 Electrical Controls and Systems.

32601316
**Building Automation Systems - Credits: 2**
A building automation system, or BAS, is an umbrella energy management system that oversees HVAC control systems, heating, and other energy management systems in the building. A BAS itself can combine existing mechanical and electrical systems with microprocessors, and computers. Today’s buildings require smarter and better technology and it is up to specially trained technicians to manage them efficiently. Students will gain a working knowledge of computers, networks as well as electrical control systems. PREREQUISITE: 32601305 Electrical Controls and Systems.

32601317
**Refrigeration Fundamentals - Credits: 3**
Topics include refrigeration principles and terms, thermodynamic processes, refrigerants, vapor compression cycles, mechanical refrigeration system components, use of electrical controls, refrigeration applications, and refrigeration tools and materials. PREREQUISITE: Admission to HVAC/R Plan, Refrigeration Essentials Plan, or HVAC Installation Technician Plan.
## Utility Construction Pathway

### You could take this first to get a credential.

<table>
<thead>
<tr>
<th>Utility Construction Installer</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Diploma</td>
<td>Construction Technician, Lineman Technician, Light Equipment Operator, Heavy Equipment Truck Driver, Utility Locator, Copper and Fiber Optic Splicer</td>
</tr>
<tr>
<td>28 Credits / One Year</td>
<td></td>
</tr>
</tbody>
</table>

### Continue your education to obtain this technical diploma.

<table>
<thead>
<tr>
<th>Utility Construction Technician</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>55 Credits / 2 Years Full Time</td>
<td></td>
</tr>
</tbody>
</table>

### Continue your education to obtain a bachelor’s degree.

<table>
<thead>
<tr>
<th>BEYOND WITC</th>
<th>Bachelor’s Degree</th>
</tr>
</thead>
<tbody>
<tr>
<td>UW-Stout</td>
<td></td>
</tr>
</tbody>
</table>

### Important Notes on Transferring:
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- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities.
- Transferology, [www.transferology.com](http://www.transferology.com), or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process.
Utility Construction Technician
32-476-1 Technical Diploma (two-year)

Financial Aid Eligible

Program Overview
Program will prepare students to identify, operate and maintain underground utility construction heavy equipment including but not limited to tractor loader backhoe, cable plow, drop plow, excavators, horizontal directional drills and more. Safely and efficiently, operate, troubleshoot and maintain different utility systems. Evaluate site plans and maps to the specific type of utility service. The programs includes renovation, modification, and installation of underground utility services. Understanding underground power concepts and broadband services. Students will identify leadership skills and how to apply them. Student will learn the fundamentals of project management.

Special Features
• This is a unique program in the state of Wisconsin
• The Utility Construction Technician program was developed in collaboration with and is endorsed by the Power and Communication Contractors Association (PCCA). PCCA is the national trade association for companies constructing electric power facilities, including transmission and distribution lines and substations and telephone, fiber optic, and cable television systems.
• Program coursework scheduled to allow individuals to work and attend college during industry downtime.

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Review and sign Functional Abilities Disclosure
• Review and Sign Gainful Employment Disclosure
• Complete admissions meeting with a WITC counselor

Program-Specific Requirements
The following must be met before the first day of class:
• Must be 18 years of age or older
• Provide verification of valid driver’s license
• Contact WITC Student Services to acquire a Federal Drug Testing Custody and Control form
• Pass the DOT physical exam and FMCSA Pre Employment drug test

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Construction Foreman
• Safety Specialist
• Construction Technician
• Heavy Equipment Operator
• Tractor Backhoe Operator
• Directional Drill Operator
• Light Equipment Operator
• Construction Inspector

Program Outcomes
Utility Construction Technician graduates will be able to:
• Demonstrate safe practices and techniques
• Perform site location and preparation
• Perform construction practices
• Apply basic electrical principles
• Demonstrate customer service
• Complete CDL-A licensure
• Analyze broadband principles
• Install power cables to industry specifications
• Demonstrate heavy equipment operation
• Utilize construction plans
• Perform preventative maintenance practices
• Demonstrate supervision practices
• Demonstrate project management practices

Program-Specific Requirements
• Provide a copy of CDL Class A permit with air brakes
• Meet all Federal Motor Carrier Safety Regulations (FMCSR) requirements
• Lineman Technician
• Heavy Equipment Truck Driver
• Utility Locator
• Copper and Fiber Optic Splicer

Many other opportunities available

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10196108</td>
<td>Customer Service</td>
<td>1 cr.</td>
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<tr>
<td>10196188</td>
<td>Project Management</td>
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<td>10196191</td>
<td>Supervision</td>
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<td>Truck Driving – Semi Level 1</td>
<td>3 cr.</td>
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<td>30458305</td>
<td>Truck Driving – Semi Level 2*</td>
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<td>31449310</td>
<td>Work Zone Safety and OSHA 10</td>
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<td>31476300</td>
<td>Construction and Utility Permits</td>
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<td>Broadband and Power Installation</td>
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<td>32476308</td>
<td>Heavy Equipment 1</td>
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<tr>
<td>32476309</td>
<td>Heavy Equipment 2</td>
<td>4 cr.</td>
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<td>32476310</td>
<td>Preventative and Predictive Maintenance</td>
<td>3 cr.</td>
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<td>32605372</td>
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<td>32801361</td>
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<td>2 cr.</td>
</tr>
<tr>
<td>32804303</td>
<td>Applied Math</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32890035</td>
<td>Applied Information Resources</td>
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<td></td>
<td>Occupational Supportive/General Studies Courses **</td>
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PROGRAM REQUIREMENTS 55 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/utility-construction-technician/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information

Utility Construction Technician is a new WITC program. No graduate follow-up information is currently available.
Utility Construction Installer
31-476-2 Technical Diploma (one-year)

Campus: Rice Lake

Program Overview
This program will introduce outside plant cabling practices, installed as aerial cable between poles, in an underground conduit system, or by direct burial. Students will understand the basic electricity, blue print reading and facility location. Students will obtain CDL class A permit. They will practice basic construction practices techniques for outside plant services. Students will analyze work zone safety practices and receive OSHA 10 permit.

Special Features
• Unique in the state of Wisconsin
• The Utility Construction Installer program was developed in collaboration with and is endorsed by the Power and Communication Contractors Association (PCCA). PCCA is the national trade association for companies constructing electric power facilities, including transmission and distribution lines and substations and telephone, fiber optic, and cable television systems.
• Program coursework scheduled to allow individuals to work and attend college during industry downtime.

Program Outcomes
Utility Construction Installer graduates will be able to:
• Demonstrate safe practices and techniques
• Perform site location and preparation
• Perform construction practices
• Apply basic electrical principles
• Demonstrate customer service
• Complete CDL-A licensure

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Construction Technician
• Light Equipment Operator
• Lineman Technician
• Heavy Equipment Truck Driver
• Utility Locator
• Copper and Fiber Optic Splicer

Many other opportunities available

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• Complete application form and submit with fee (fee waiver may apply if previously submitted)
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The following must be met before the first day of class:
• Must be 18 years of age or older
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• Provide a copy of CDL Class A permit with air brakes
• Meet all Federal Motor Carrier Safety Regulations (FMCSR) requirements

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<td>Truck Driving — Semi Level 2 *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>31449310</td>
<td>Work Zone Safety and OSHA 10</td>
<td>2 cr.</td>
</tr>
<tr>
<td>31476300</td>
<td>Construction and Utility Permits</td>
<td>1 cr.</td>
</tr>
<tr>
<td>31476301</td>
<td>Locating and Print Reading</td>
<td>2 cr.</td>
</tr>
<tr>
<td>31476302</td>
<td>Internship</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32476305</td>
<td>Construction Practices 1</td>
<td>4 cr.</td>
</tr>
<tr>
<td>32605372</td>
<td>Utility Service Electricity</td>
<td>4 cr.</td>
</tr>
<tr>
<td></td>
<td>Occupational Specific Total</td>
<td>22 cr.</td>
</tr>
</tbody>
</table>

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.

PROGRAM REQUIREMENTS 28 cr.

Graduate Employment Information
Utility Construction Installer is a new WITC program. No graduate follow-up information is currently available.
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

10196108
Customer Service - Credits: 1
This course examines customer service as it relates to organizational quality. It addresses service models for internal and external customers, and strategies applied to customer service, and tools and techniques for gathering customer feedback and handling complaints.

10196188
Project Management - Credits: 3
In Project Management, the learner applies the skills and tools necessary to design, implement, and evaluate formal projects. Each learner will demonstrate the application of the role of project management, developing a project proposal, use of relevant software, working with project teams, sequencing tasks, charting progress, dealing with variations, budgets and resources, implementation, and assessment.

10196191
Supervision - Credits: 3
In Supervision, the learner applies the skills and tools necessary to perform the functions of a frontline leader. Each learner will demonstrate the application of strategies and transition to a contemporary supervisory role including day-to-day operations, analysis, delegation, controlling, staffing, leadership, problem solving, team skills, motivation, and training.

30458304
Truck Driving - Semi Level 1 - Credits: 3
This is the first of three courses in the 12-week Truck Driving technical diploma. Students will obtain entry-level positions as a commercial driver and understand basic information about trucks and their operation. You will need to present your DOT physical (Fed-Med) card and drug test, CDL Permit (CLP) prior to enrolling in the course. If you need assistance with passing the CLP refer to the CDL Theory course designed to help you prepare for the test.

30458305
Truck Driving - Semi Level 2 - Credits: 3
This is the second of three courses in the Truck Driving technical diploma. This course will focus on obtaining the Commercial Driver’s License while highlighting industry regulations, trip planning, hours of service, and driver safety. COREQUISITE: 30458304 Truck Driving - Semi Level 1.

31449310
Work Zone Safety and OSHA 10 - Credits: 2
Students will be introduced to the principles and convey the importance of using proper methods for safe and efficient temporary traffic control at work sites. Students will examine specific applications relevant to situations routinely encountered by city, county, utility, contractor, and DOT crews. Students will understand how to reduce motor vehicle traffic crashes at roadway sites, resulting in greater safety for highway users and workers alike. Students will complete the OSHA 10-Hour Construction course, which covers a broad spectrum of valuable health and safety workplace topics that will familiarize them with OSHA Construction standards. These topics will include the OSHA Construction Focus Four: identifying common worksite hazards, tool operation and more. Students will examine environmental, health & safety standards, PPE requirements and achieve confined space certification.

31476300
Construction and Utility Permits - Credits: 1
Students will learn Mobility and Safety Policy Requirements. Students will understand permit applications and verify compliance and will deny permit applications or advance notices that do not comply. When mitigation is necessary to ensure the traveling public has minimal impact from work being completed in the State Highway Right-of-Way, the permit applicant may review the online Construction Permit System program to assist in determining the appropriate actions. When work is being conducted in the State Highway Right-of-Way, DOT must be aware in order to notify the public of possible delays in the appropriate manner. The regulations apply to all construction sites that are subject to proper permits. Students will learn SWPPP training.

31476301
Locating and Print Reading - Credits: 2
This course provides detailed information about the installation, structure, and components of electric, telephone, cable, gas, water, and wastewater utility systems. The module gives individuals a better understanding of how underground utility systems operate and work together with Diggers Hotline. This course will include the following general plant basis: utility system layouts, utility construction and installation methods, manholes and vaults, termination of facilities, aboveground indicators of buried facilities, abandon facilities, access points, and general print reading concepts.

31476302
Internship - Credits: 2
Internship will provide students with on-the-job experience in actual construction service. These experiences strengthen student competencies through participation in a wide variety of occupational experiences, ranging from routine assignments to specialized work-related duties. Instructor approval is required for enrollment in this course.

32451370
Broadband Fiber Service 201 - Credits: 3
This course will introduce the students to industry specifications and practices for understanding fiber optic communication systems. Topics covered include fiber optic design, installation, test and maintenance multimode and singlemode networks. This class will benefit those with little or no fiber experience.

32476305
Construction Practices 1 - Credits: 4
This course introduces the student to buried construction practices used in the utility service industry. Students will safely use hardware components and the equipment used in industry for rigging and installation procedures. Students will operate skid steers, mini excavators and various other industry machinery in a construction site environment. Students will load and unload machinery to safety specifications and secure loads to meet DOT regulations.

32476306
Construction Practices 2 - Credits: 4
Introduces the process of planning and executing underground utility services on various types of construction projects. The use of heavy equipment such as bulldozers, directional drills, excavators, tractor lader backhoe and other specialized equipment.
Business Management

Administrative Professional ...................... 82
Office Support Specialist .......................... 83
Microsoft Office .................................... 84
Office Technology Assistant ...................... 85
Business Administration Specialist .............. 87
Business Management ................................ 88
Business Graphics ................................... 90
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Entrepreneurship .................................... 93
Medical Administrative Professional ............. 96
Health Office Professional ........................ 97
Healthcare Receptionist .............................. 98
Medical Billing Specialist ........................... 99
Human Resource Management ..................... 101
Safety Management ................................ 103
Supervisory Leadership ............................ 104
Leadership Development ........................... 106
Leadership Essentials .............................. 107 & 114
Management Certificate ............................ 109
Nonprofit Leadership ................................ 111
Nonprofit Professional .............................. 112
Nonprofit Essentials ............................... 113
## Administrative Professional Pathway

### You could take this first and get a credential.

<table>
<thead>
<tr>
<th>Office Technology Assistant</th>
<th>Potential Careers</th>
<th>Microsoft Office</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Diploma</td>
<td>Customer Service, Representative, File Clerk, Receptionist/Information Clerk</td>
<td>Technical Diploma</td>
<td>Word Processor, Clerk Typist, Program Assistant</td>
</tr>
<tr>
<td>17 Credits / Less Than 1 Year Part Time</td>
<td></td>
<td>9 Credits / Less Than One Year Part Time</td>
<td></td>
</tr>
</tbody>
</table>

### Continue your education to obtain this technical diploma.

<table>
<thead>
<tr>
<th>Office Support Specialist</th>
<th>Potential Careers</th>
<th>Range of Yearly Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Diploma</td>
<td>Office Support Specialist, Receptionist/Secretary, Data Entry Operator</td>
<td>$25,728*- $30,844* annually</td>
</tr>
<tr>
<td>33 Credits / 1 Year Full Time; Part Time Options Available</td>
<td></td>
<td>*Range of yearly salary and average yearly salary based on composite from Wisconsin's 16 technical college districts (WTCS) which may or may not include WITC graduates.</td>
</tr>
</tbody>
</table>

### Continue your education to obtain this associate degree.

<table>
<thead>
<tr>
<th>Administrative Professional</th>
<th>Potential Careers</th>
<th>Range of Yearly Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Associate Degree</td>
<td>Administrative Professional, Executive Assistant, Office Manager</td>
<td>$21,838-$37,437 annually</td>
</tr>
<tr>
<td>60 credits</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Continue your education to obtain a bachelor’s degree.

**BEYOND WITC**

<table>
<thead>
<tr>
<th>Bachelor’s Degree</th>
<th>Important Notes on Transferring:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lakeland University</td>
<td>- Check out witc.edu/transfer for details on specific agreements listed</td>
</tr>
<tr>
<td>Northland College</td>
<td>- The colleges listed have developed a Technical Diploma/Associate Degree to Bachelor Degree Articulation Agreement with WITC</td>
</tr>
<tr>
<td>UW Oshkosh</td>
<td>- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities</td>
</tr>
<tr>
<td>UW Stout</td>
<td>- Transferology, <a href="http://www.transferology.com">www.transferology.com</a>, or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process</td>
</tr>
</tbody>
</table>

2019/2020
Administrative Professional
10-106-6 Associate Degree (two-year)

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*, Online
Outreach Centers: Hayward*, Ladysmith*

*Combination of Online, Your Choice, In person, or ITV (Interactive Television) instruction

Program Overview

Many of the skill subjects are competency based and available through alternate delivery methods. You can earn a living and earn your degree pretty much anytime, anywhere that fits your schedule. Once you have your WITC degree, you can couple it with work experience and further education to advance into supervisory or managerial positions.

Admission Requirements

• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Complete admissions meeting with a WITC counselor

Program Outcomes

Administrative Professional graduates will be able to:

• Demonstrate effective workplace communications
• Apply technology skills to business and administrative tasks
• Perform routine administrative procedures
• Manage administrative projects
• Maintain internal and external relationships
• Model professionalism in the workplace

Employability Essentials

The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook

Typical positions available after graduation include:

• Administrative Professional
• Executive Assistant
• Office Manager

Curriculum

Number Course Title Credits (cr.)

Technical Studies Courses
10101174 QuickBooks Accounting - Beginning * 2 cr.
10101176 Financial Accounting 1A 2 cr.
10103106 MS PowerPoint 1 cr.
10103125 MS Outlook 1 cr.
10103146 MS Word A 1 cr.
10103147 MS Word B * 1 cr.
10103148 MS Word C * 1 cr.
10103151 MS Excel A 1 cr.
10103152 MS Excel B * 1 cr.
10103162 MS Access A 1 cr.
10105123 Business Skills 1 cr.
10106110 Document Formatting 2 cr.
10106127 Desktop Publishing 2 cr.
10106128 Software Integration * 1 cr.
10106129 Web Technologies 3 cr.
10106139 Administrative Office Procedures * 3 cr.
10106146 Proofreading for the Office 3 cr.
10106164 Office Communication * 3 cr.
10106165 Information Management 2 cr.
10106166 Administrative Professional Capstone * 3 cr.
10106167 Computer and Business Technologies 1 cr.
10890116 Job Quest 1 cr.
Technical Studies Total 39 cr.

General Studies Courses **
10801136 English Composition 1 3 cr.
10801196 Oral/Interpersonal Communication or 3 cr.
10801198 Speech 3 cr.
10801197 Technical Reporting 3 cr.
10804123 Math with Business Applications 3 cr.
10809122 Introduction to American Government or 3 cr.
10809172 Introduction to Diversity Studies or 3 cr.
10809195 Economics or 3 cr.
10809196 Introduction to Sociology 3 cr.
10809188 Developmental Psych or 3 cr.
10809198 Introduction to Psychology 3 cr.
General Studies Total 18 cr.

Electives 3 cr.

TOTAL PROGRAM REQUIREMENTS 60 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

Number of graduates 17
Number of responses 15
Number available for employment 14
Number employed 13
Percent employed 93%
Employed in related field 10

% employed in WITC district 78%
Range of yearly salary $21,838-$37,437
Average yearly salary $29,365

2019/2020
Office Support Specialist
31-106-8 Technical Diploma (one-year)

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*, Online
Outreach Centers: Hayward*, Ladysmith*

*Combination of Online, Your Choice, In person, or ITV (Interactive Television) instruction

Program Overview

Many of the skill subjects are competency based and available through alternate delivery methods. You can learn a living and earn your degree pretty much anytime, anywhere that fits your schedule. Once you have your WITC diploma, you can couple it with work experience and further your education to advance into positions with higher responsibility.

Admission Requirements

- Complete application form and submit with fee (fee waiver may apply if previously submitted)
- Review and Sign Gainful Employment Disclosure
- Complete admissions meeting with a WITC counselor

Program Outcomes

Office Support Specialist graduates will be able to:

- Perform accurate workplace communications
- Use technology skills for business tasks
- Perform routine office procedures
- Demonstrate professionalism and effective workplace relationships

Employability Essentials

The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook

Typical positions available after graduation include:

- Office Support Specialist
- Receptionist/Secretary
- Data Entry Operator

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Occupational Specific Courses</td>
<td></td>
</tr>
<tr>
<td>1010176</td>
<td>Financial Accounting 1A</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10103096</td>
<td>MS PowerPoint</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103125</td>
<td>MS Outlook</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103146</td>
<td>MS Word A</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103147</td>
<td>MS Word B *</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103148</td>
<td>MS Word C *</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103151</td>
<td>MS Excel A</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103162</td>
<td>MS Access A</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10106110</td>
<td>Document Formatting</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10106340</td>
<td>Administrative Office Procedures *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10106146</td>
<td>Proofreading for the Office</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10106165</td>
<td>Information Management</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10106167</td>
<td>Computer and Business Technologies</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10804123</td>
<td>Math with Business Applications</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10890116</td>
<td>Job Quest</td>
<td>1 cr.</td>
</tr>
<tr>
<td></td>
<td>Occupational Specific Total</td>
<td>24 cr.</td>
</tr>
<tr>
<td></td>
<td>Occupational Supportive/General Studies Courses **</td>
<td></td>
</tr>
<tr>
<td>1080136</td>
<td>English Composition 1</td>
<td>3 cr.</td>
</tr>
<tr>
<td>1080196</td>
<td>Oral/Interpersonal Communication or Speech</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809188</td>
<td>Developmental Psychology or Introduction to Psychology</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809198</td>
<td>Math with Business Applications</td>
<td>3 cr.</td>
</tr>
<tr>
<td></td>
<td>Occupational Supportive/General Studies Total</td>
<td>9 cr.</td>
</tr>
</tbody>
</table>

TOTAL PROGRAM REQUIREMENTS 33 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/office-support-specialist/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of graduates</td>
<td>24</td>
</tr>
<tr>
<td>Number of responses</td>
<td>20</td>
</tr>
<tr>
<td>Number available for employment</td>
<td>18</td>
</tr>
<tr>
<td>Number employed</td>
<td>17</td>
</tr>
<tr>
<td>% employed in WITC district</td>
<td>83%</td>
</tr>
<tr>
<td>Range of yearly salary</td>
<td>$25,728-$30,844*</td>
</tr>
<tr>
<td>Average yearly salary</td>
<td>$27,870*</td>
</tr>
<tr>
<td>Percent employed</td>
<td>94%</td>
</tr>
<tr>
<td>Employed in related field</td>
<td>13</td>
</tr>
</tbody>
</table>

*Range of yearly salary and average yearly salary based on composite from Wisconsin’s 16 technical college districts (WTCS) which may or may not include WITC graduates.
# Microsoft Office

## 30-106-6 Technical Diploma (less than one-year)

### Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*, Online

### Outreach Centers: Hayward*, Ladysmith*

*Combination of Online, Your Choice, In person, or ITV (Interactive Television) instruction

## Program Overview

Using the Microsoft Office suite, you’ll create letters, reports, forms or other material from rough draft, corrected copy or voice recording. In addition, you’ll create spreadsheets, databases, calendars, emails or slides for presentations.

## How to Apply

Complete the online application or contact Student Services. When completing an online application, select the Microsoft Office program from the program of choice dropdown list.

## Program Outcomes

Microsoft Office graduates will be able to:

- Apply Microsoft Office skills to workplace tasks
- Solve user level Microsoft Office issues

## Career Outlook

Typical positions available after graduation include:

- Word Processor
- Clerk Typist
- Program Assistant

## Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10103106</td>
<td>MS PowerPoint</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103125</td>
<td>MS Outlook</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103146</td>
<td>MS Word A</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103147</td>
<td>MS Word B *</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103148</td>
<td>MS Word C *</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103151</td>
<td>MS Excel A</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103152</td>
<td>MS Excel B *</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103162</td>
<td>MS Access A</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10106128</td>
<td>Software Integration</td>
<td>1 cr.</td>
</tr>
</tbody>
</table>

**Program Requirements**: 9 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.

## Graduate Employment Information

(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of graduates</td>
<td>29</td>
</tr>
<tr>
<td>Number of responses</td>
<td>28</td>
</tr>
<tr>
<td>Number available for employment</td>
<td>23</td>
</tr>
<tr>
<td>Number employed</td>
<td>21</td>
</tr>
<tr>
<td>Percent employed</td>
<td>91%</td>
</tr>
<tr>
<td>Employed in related field</td>
<td>17</td>
</tr>
<tr>
<td>% employed in WITC district</td>
<td>75%</td>
</tr>
<tr>
<td>Range of yearly salary</td>
<td>$23,398-$62,000</td>
</tr>
<tr>
<td>Average yearly salary</td>
<td>$44,365</td>
</tr>
</tbody>
</table>

2019/2020
Office Technology Assistant
30-106-1 Technical Diploma (less than one-year)
Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*, Online Outreach Centers: Hayward*, Ladysmith*
*Combination of Online, Your Choice, In person, or ITV (Interactive Television) instruction

Program Overview
The Office Technology Assistant diploma prepares you for employment in positions such as customer service representative, file clerk, receptionist or office assistant. You’ll be knowledgeable in various computer applications, general office procedures and bookkeeping skills necessary to work in today’s business environment.

How to Apply
Complete the online application or contact Student Services. When completing an online application, select the Office Technology Assistant program from the program of choice dropdown list.

Program Outcomes
Office Technology Assistant graduates will be able to:
• Use technology skills to accomplish basic business and administrative tasks
• Perform entry-level office procedures
• Demonstrate professionalism in the workplace

Career Outlook
Typical positions available after graduation include:
• Customer Service Representative
• File Clerk
• Receptionist/Information Clerk

Curriculum
<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Studies Courses</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10101174</td>
<td>QuickBooks Accounting - Beginning *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10101176</td>
<td>Financial Accounting 1A</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10103125</td>
<td>MS Outlook</td>
<td>1 cr.</td>
</tr>
<tr>
<td>1010146</td>
<td>MS Word A</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103147</td>
<td>MS Word B *</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103151</td>
<td>MS Excel A</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10106110</td>
<td>Document Formatting</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10106146</td>
<td>Proofreading for the Office</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10106164</td>
<td>Office Communication *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10106167</td>
<td>Computer and Business Technologies</td>
<td>1 cr.</td>
</tr>
</tbody>
</table>

PROGRAM REQUIREMENTS 17 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>Number employed</th>
<th>% employed in WITC district</th>
</tr>
</thead>
<tbody>
<tr>
<td>23</td>
<td>16</td>
<td>80%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Number of responses</th>
<th>Percent employed</th>
<th>Range of yearly salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>21</td>
<td>89%</td>
<td>$23,398-$41,572</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Number available for employment</th>
<th>Employed in related field</th>
<th>Average yearly salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>18</td>
<td>15</td>
<td>$32,881</td>
</tr>
</tbody>
</table>
1010174 QuickBooks Accounting - Beginning- Credits: 2
Students will learn the QuickBooks accounting software by performing tasks that involve the general ledger, accounts payable, accounts receivable, inventory, payroll, and financial statements. Students will be responsible for finding and correcting errors in the QuickBooks program. PREREQUISITE: 1010101 Financial Accounting 1 or 10101176 Financial Accounting 1A.

1010176 Financial Accounting 1A - Credits: 2
This is a basic accounting course for non-accounting program students. The scope of study focuses on an introduction to business and accounting, analyzing and recording accounting transactions, preparing the adjusting process, and completing the accounting cycle. Understanding is based both on theory and application.

10103106 MS PowerPoint - Credits: 1
A complete presentation graphics course that allows you to produce professional-looking presentations. It gives you the flexibility to make informal presentations using overhead transparencies, electronic presentations, formal presentations using 35mm slides, or virtual presentations. Additionally, you can create paper printouts, outlines, speaker notes, and audience handouts.

10103125 MS Outlook - Credits: 1
This course introduces the basics of Microsoft Outlook. Participants will use e-mail, calendar, files, and other features to effectively manage business and personal information.

10103146 MS Word A - Credits: 1
Students will learn word processing using MS Word. Credit A activities will include creating, editing, saving, formatting, printing, and other basic MS Word features.

10103147 MS Word B - Credits: 1
Students will learn word processing using MS Word. Credit B activities include tables, columns, graphs, and special features of MS Word. COREQUISITE: 10103146 MS Word A.

10103148 MS Word C - Credits: 1
Students will learn word processing using MS Word. Credit C activities will include word processing, compiling, and advanced formatting features of MS Word. COREQUISITE: 10103147 MS Word B.

10103151 MS Excel A - Credits: 1
Students will learn to use MS Excel. Credit A activities will include creating, editing, saving, formatting, printing, performing calculations, and enhancing worksheets through charts.

10103152 MS Excel B - Credits: 1
Students will learn to use MS Excel. Credit B activities will include using advanced features of formulas, object linking and embedding, multiple worksheets, 3-D references, macro basics and database basics. COREQUISITE: 10103151 MS Excel A.

10103162 MS Access A - Credits: 1
Learners create, edit, sort, and query a database. They also learn how to create and print basic forms and reports.

10105123 Business Skills - Credits: 1
Upon completion of this course learners will be able to use technology-driven modes of communication; apply organizational techniques; and manage electronic files; explain how they are personally responsible for their own successes, and apply keyboarding and calculating knowledge in a variety of business-related scenarios.

10106110 Document Formatting - Credits: 2
This hands-on course covers formatting styles of business letters, business and academic reports, memos, tables, and business documents. They will learn techniques to improve keying speed and accuracy. Students should be able to key 40 words per minute.

10103156 Adobe Photoshop - Credits: 2
Students will become skilled in using the Adobe Photoshop image-editing software package. Students will create and modify graphic images using various tools and techniques. They will learn to create original artwork, manipulate images, and create images for the Web and retouch photographs.

10106127 Desktop Publishing - Credits: 2
Preparation of professional-looking documents using desktop publishing software or word processing software with desktop publishing capabilities.

10106128 Software Integration - Credits: 3
This course is designed to integrate computer applications. Participants will prepare and enhance documents using word processing, spreadsheet, database, and presentation graphics software. PREREQUISITES: 10103106 MS PowerPoint, 10103146 MS Word A, 10103147 MS Word B, 10103148 MS Word C, 10103151 MS Excel A, 10103152 MS Excel B, 10103162 MS Access A.

10106129 Web Technologies - Credits: 3
This course presents the foundational skills necessary to function in a Web 2.0 environment. Students will create a Web site using effective web page design concepts including text, graphics, hypertext links, tables, forms, layers, templates, and Cascading Style Sheets (CSS) and behaviors. This course will also introduce students to a broad spectrum of concepts and issues associated with E-Business, cloud based documents and Social Media from marketing to network security to customer service. A general knowledge of working in a Windows environment and keyboarding skills are recommended.

10106139 Administrative Office Procedures - Credits: 3
This course is designed to develop professional skills and attitudes needed in today’s global business environment. Topics include making ethical decisions, working independently and as a team member, and managing time. Telecommunications, mail processing, travel arrangements and conferences, public relations, and ergonomics will be included. Previous word processing and proofreading experience is recommended. PREREQUISITES: 10106110 Document Formatting and 10106146 Proofreading for the Office.

10106146 Proofreading for the Office - Credits: 3
This course provides the learner with techniques used in proofreading office documents from both hard and soft copy (computer screen). Learners will incorporate the use of office reference manuals. This project-based course uses individual and group activities as well as in-class and out-of-class work.

10106164 Office Communication - Credits: 3
This course provides the student with the opportunity to develop professional office communication skills using voice recognition, transcribers, and hard copy material. Students will learn to speak, write, and listen in a clear, courteous, concise, and correct manner. Students will apply these skills to create and share documents electronically while applying the proper document formats. PREREQUISITES: 10106110 Document Formatting and 10106146 Proofreading for the Office.

10106165 Information Management - Credits: 2
This course will include coverage of the different indexing systems (alphabetic, numeric, subject, geographic, and chronological) as well as an overview of the entire records management function – planning, designing, classifying, controlling, and evaluation. Electronic filing methods are utilized at locations where equipment is available.

10106166 Administrative Professional Capstone - Credits: 3
This course is designed to provide students with an experience to simulate tasks and duties performed in their field. It provides a foundation and exposure to Web conferencing techniques and available virtual platforms; experience providing computer support in an office setting while tracking the requests; and exposure and use of emerging Internet-based softwares to assist them in their professional duties. Setting priorities, meeting deadlines, and doing mailable-quality work are stressed. This is a final semester capstone course and requires a high level of ability and mastery of communication, keying, proper document formatting, records management, word processing, spreadsheets, presentation graphics, database, and related field requirements. PREREQUISITES: 10106110 Document Formatting and 10106139 Administrative Office Procedures and COREQUISITE: 10106126 Software Integration.

10106167 Computer and Business Technologies - Credits: 1
Learners will gain knowledge on computer hardware, basic computer operations, and the operating system. An emphasis will be placed on file/document management in a network environment and on a standard personal computer. Learners will become familiar with the World Wide Web by accessing the Internet through browser software. Learners will use e-mail and learn how to communicate properly through e-mail and optional online vehicles. Learners will use search engines/databases for research purposes and proper validation techniques.

10890116 Job Quest - Credits: 1
Develop documents and skills to seek, obtain, and retain employment. Strengthen your professional image by developing self-awareness of elements affecting interpersonal and work relationships. Guidelines for determining appropriate grooming, dress, and poise will be covered. Personal life management along with career/life goal setting will be reinforced. This class should be taken in the last semester of the program.
Business Administration Specialist
17-104-5 Technical Certificate

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*, Online
*Combination of Online, In-person and ITV (Interactive Television) instruction

Overview
This certificate will provide you with the well-rounded skills that are necessary to become an integral support employee in a business firm.

Special Feature
This certificate is completely focused on the key areas of business administration.

How to Apply
Complete the online application or contact Student Services. When completing an online application, select the Business Administration Specialist program from the program of choice dropdown list.

Outcomes
The Business Administration Specialist Certificate will prepare you to:
• Handle basic functions of a business office
• Make informed decisions regarding business transactions
• Document business transaction and planning documents
• Communicate and relate with clients, peers, and supervisors

Career Outlook
Completing this certificate will qualify you to become an integral support employee in a business firm.

Related Program
• Business Management

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10104198</td>
<td>Managing Human Resources or Human Resource Management</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10116100</td>
<td>Introduction to Business</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10105100</td>
<td>Business Law</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10145101</td>
<td>Entrepreneurship</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196191</td>
<td>Supervision</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10801197</td>
<td>Technical Reporting</td>
<td>3 cr.</td>
</tr>
</tbody>
</table>

CERTIFICATE REQUIREMENTS
18 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.

Course Descriptions

10104198
Managing Human Resources - Credits: 3
Introduces the functions of Human Resource Management in the legal and social context of today's dynamic business environment. Topics include human resource development, employee selection, performance appraisal, compensation, training, labor relations, affirmative action, and career management.

10116100
Human Resource Management - Credits: 3
In Human Resource Management, the learner applies the skills and tools necessary to effectively value and apply employees' abilities and needs to organization goals. Each learner will demonstrate the application of the supervisor's role in contemporary human resources management, impacts of EEOC, writing job descriptions, recruitment, selection, conducting job interviews, orientation, developing policies and procedures, training, performance management, employee counseling and development, and effective use of compensation and benefit strategies. It is recommended that the learner have experience using a PC/MAC, using the MS Windows operating systems and software suite, browsing Web pages, downloading files, using e-mail, and exchanging files prior to enrolling in this course.

10105100
Introduction to Business - Credits: 3
This is an introductory course designed to develop an understanding of the activities, functions, and principles of business enterprises. The course helps to gain insight into the responsibilities and challenges of operating a business. Emphasis is on the interaction of the various functions required to operate businesses of all sizes. Specifically, the areas of business trends, ownership models, leadership, human resources, marketing, information management, and finance will be explored.

10145101
Entrepreneurship - Credits: 3
This course is designed to develop the planning, organizing, financing, and management functions needed to start a small business. Included are research methods and identification of the resources to create, develop, and implement solutions to problems. Students will also develop appropriate strategies to initiate or maintain a small business.

10196191
Supervision - Credits: 3
In Supervision, the learner applies the skills and tools necessary to perform the functions of a frontline leader. Each learner will demonstrate the application of strategies and transition to a contemporary supervisory role including day-to-day operations, analysis, delegation, controlling, staffing, leadership, problem solving, team skills, motivation, and training.

10801197
Technical Reporting - Credits: 3
The student will prepare and present oral and written technical reports. Types of reports may include lab and field reports, proposals, technical letters and memos, technical research reports, and case studies. Designed as an advanced communication course for students who have completed at least the prerequisite introductory writing course.
Program Overview

In the Business Management program, you will develop skills for employment in a variety of business settings or prepare to operate a business of your own. Careers can be found in hospitality, sales, technology, retail, manufacturing and financial services. While at WITC, you will learn to plan and implement business strategies. You will have the opportunity to specialize in general business or marketing. A field study experience allows you to practice skills in a real-world business environment.

Admission Requirements

• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Complete admissions meeting with a WITC counselor

Program Outcomes

Business Management graduates will be able to:

• Plan the operations of a business across functional areas
• Organize resources to achieve the goals of the organization
• Direct individuals and/or processes to meet organizational goals
• Control business processes

Employability Essentials

The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook

Typical positions available after graduation include:

• Assistant Manager
• Management Trainee
• Department Manager
• Branch Manager
• Store Manager
• Operations Assistant
• Coordinator
• Owner/Entrepreneur
• Customer Service
• Sales
• Agent
• Client Services

Curriculum

Number  Course Title  Credits (cr.)

Technical Studies Courses
1010101  Financial Accounting 1  4 cr.
10103125  MS Outlook  1 cr.
10103146  MS Word A  1 cr.
10103151  MS Excel A  1 cr.
10104102  Marketing Principles  3 cr.
10104180  Business & Marketing Field Study  2 cr.
10105100  Introduction to Business  3 cr.
10105125  Business Law  3 cr.
10114107  Principles of Finance  3 cr.
10104191  Customer Service Management  3 cr.
10196191  Supervision  3 cr.
Technical Studies Total  27 cr.

General Studies Courses **
10801136  English Composition 1  3 cr.
10801196  Oral/Interpersonal Communication  3 cr.
10804123  Math with Business Applications  3 cr.
10809195  Economics  3 cr.
10809198  Introduction to Psychology  3 cr.
General Studies Total  15 cr.

Select one emphasis area:

Business Management General Emphasis
10101174  QuickBooks Accounting - Beginning  2 cr.
10103106  MS PowerPoint  1 cr.
10103152  MS Excel B  1 cr.
10103162  MS Access A  1 cr.
10116100  Human Resource Management or  3 cr.
10104198  Managing Human Resources  3 cr.
10145101  Entrepreneurship  3 cr.
10196157  Strategic Planning  1 cr.
10196188  Project Management  3 cr.
General Emphasis Total  15 cr.

Business Management Marketing Emphasis
10104104  Selling Principles  3 cr.
10104110  Technological Applications in Marketing  3 cr.
10104189  Social Media Marketing  3 cr.
10104125  Multi-Media Marketing  3 cr.
10104148  Sales Management  3 cr.
Marketing Emphasis Total  15 cr.

ELECTIVES  3 cr.

TOTAL PROGRAM REQUIREMENTS  60 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

1010101 Financial Accounting 1 - Credits: 4
Complete accounting cycle, special journals, payroll tax principles, special procedures, and financial statements. Accounting applications through practice set approach.

1010174 QuickBooks Accounting - Beginning - Credits: 2
Students will learn the QuickBooks accounting software by performing tasks that involve the general ledger, accounts payable, accounts receivable, inventory, payroll, and financial statements. Students will be responsible for finding and correcting errors in the QuickBooks program. PREREQUISITE: 1010101 Financial Accounting 1 or 10101176 Financial Accounting 1A.

10103106 MS PowerPoint - Credits: 1
A complete presentation graphics course that allows you to produce professional-looking presentations. It gives you the flexibility to make informal presentations using overhead transparencies, electronic presentations, formal presentations using 35mm slides, or virtual presentations. Additionally, you can create paper printouts, outlines, speaker notes, and audience handouts.

10103125 MS Outlook - Credits: 1
This course introduces the basics of Microsoft Outlook. Participants will use e-mail, calendar, files, and other features to effectively manage business and personal information.

10103146 MS Word A - Credits: 1
Students will learn word processing using MS Word. Credit A activities will include creating, editing, saving, formatting, printing, and other basic MS Word features.

10103151 MS Excel A - Credits: 1
Students will learn to use MS Excel. Credit A activities will include creating, editing, saving, formatting, printing, performing calculations, and enhancing worksheets through charts.

10103152 MS Excel B - Credits: 1
Students will learn to use MS Excel. Credit B activities will include using advanced features of formulas, object linking and embedding, multiple worksheets, 3-D references, macro basics and database basics. COREQUISITE: 10103151 MS Excel A.

10103162 MS Access A - Credits: 1
Learners create, edit, sort, and query a database. They also learn how to create and print basic forms and reports.

10104102 Marketing Principles - Credits: 3
This course focuses on the marketing process as it relates to the operation of a business enterprise. The intent is to provide students with an understanding of how the marketing function fits within the overall structure of the organization. Special attention is given to the role and significance of evaluating customer needs, pricing, distribution, and promotion of products and services.

10104104 Selling Principles - Credits: 3
This introductory course is designed to acquaint the student with the principles of selling and applications to the marketing of goods and services. Special emphasis is given to developing the selling process. Included are customer relations, sales psychology, steps to successful presentation, closing techniques, and sales motivation.

10104110 Technological Applications in Marketing - Credits: 3
This course is designed to expose the student to current and upcoming technologies impacting the field of marketing.

10104125 Multi-Media Marketing - Credits: 3
Multi-Media Marketing provides an overview of advertising and public relations efforts in today's business environment. The course will explore what is done in advertising and the reasons why. Public relations activities and their effectiveness will be discussed using real-world examples. Additional topics of study include the social and economic aspects of promotion. PREREQUISITE: 10104102 Marketing Principles.

10104148 Sales Management - Credits: 3
This course examines the elements of operating as part of an effective sales team. As sales is a key component of organizational success, best practices from the industry will be explored. Additional topics include sales team structure, use of technology and issues in compensating/retaining salespeople. PREREQUISITE: 10104104 Selling Principles.

10104180 Business & Marketing Field Study - Credits: 2
This course will allow the student to analyze what specific occupational field(s) they are best suited for. Included will be an in-depth self-analysis, simulated job application and interviews, a career research report, and work-based experience(s). PREREQUISITE: Minimum of 36 credits of program coursework must be completed prior to enrolling in this course.

10104189 Social Media Marketing - Credits: 3
This course follows social media's transformation of advertising from a mass medium to one-to-one communication with immediate feedback. Social media's use for public relations and advertising as well as how to create and deploy a social media campaign will be the main focus of the course. The history and development of social media platforms will be examined as well as today's ethical and legal implications of social media efforts.

10104191 Customer Service Management - Credits: 3
This course equips learners to selectively hire, train, manage, and measure customer service providers as well as strategies to recover from difficult service situations. Topics include telephone/online etiquette, active listening and problem solving. Best practices in handling complaints, controlling stress and managing customer expectations will be explored. An examination of internal systems and policies that impact service to include customer relationship management software will be explored. This course is designed to help managers and supervisors of customer service representatives to increase customer satisfaction, loyalty and profitability.

10105100 Introduction to Business - Credits: 3
This is an introductory course designed to develop an understanding of the activities, functions, and principles of business enterprises. The course helps to gain insight into the responsibilities and challenges of operating a business. Emphasis is on the interaction of the various functions required to operate businesses of all sizes. Specifically, the areas of business trends, ownership models, leadership, human resources, marketing, information management, and finance will be explored.

10105125 Business Law - Credits: 3
Business Law provides the student with a working knowledge of the legal system, business ethics, and essentials of contracts. Students gain knowledge in logical and analytical thinking, and are encouraged to challenge legal issues and defend their point of view.

10114107 Principles of Finance - Credits: 3

10116100 Human Resource Management - Credits: 3
In Human Resource Management, the learner applies the skills and tools necessary to effectively value and apply employees' abilities and needs to organization goals. Each learner will demonstrate the application of the supervisor's role in contemporary human resources management, impacts of EEOC, writing job descriptions, recruitment, selection, conducting job interviews, orientation, developing policies and procedures, training, performance management, employee counseling and development, and effective use of compensation and benefit strategies. It is recommended that the learner have experience using a PC/MAC, using the MS Windows operating systems and software suite, browsing Web pages, downloading files, using e-mail, and exchanging files prior to enrolling in this course.

10104198 Managing Human Resources - Credits: 3
Introduces the functions of Human Resource Management in the legal and social context of today's dynamic business environment. Topics include human resource development, employee selection, performance, appraisal, compensation, training, labor relations, affirmative action, and career management.

10145101 Entrepreneurship - Credits: 3
This course is designed to develop the planning, organizing, financing, and management functions needed to start a small business. Included are research methods and identification of the resources to create, develop, and implement solutions to problems. Students will also develop appropriate strategies to initiate or maintain a small business.

10196157 Strategic Planning - Credits: 1
Analyze current business strategy, recognize trends, develop vision and mission statements, identify benchmarks, measure business against benchmarks, recommend future directions.

10196188 Project Management - Credits: 3
In Project Management, the learner applies the skills and tools necessary to design, implement, and evaluate formal projects. Each learner will demonstrate the application of the role of project management, developing a project proposal, use of relevant software, working with project teams, sequencing tasks, charting progress, dealing with variations, budgets and resources, implementation, and assessment.

10196191 Supervision - Credits: 3
In Supervision, the learner applies the skills and tools necessary to perform the functions of a frontline leader. Each learner will demonstrate the application of strategies and transition to a contemporary supervisory role including day-to-day operations, analysis, delegation, controlling, staffing, leadership, problem solving, team skills, motivation, and training.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

Number of graduates  29
Number of responses  23
Number available for employment  22
Number employed  22
Percent employed  100%
Employed in related field  15
% employed in WITC district  64%
Range of yearly salary  $24,000-$70,000
Average yearly salary  $35,376
Business Graphics
17-106-6 Technical Certificate

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*

*Combination of online, Your Choice, in-person, or ITV (Interactive Television) instruction

Overview
This certificate provides you with the fundamental skills necessary to provide support or be a part of a team responsible for publishing, document design and preparation, web design and media development. As part of the program, you’ll complete projects and compile a portfolio that incorporates the use of graphics technology and software.

How to Apply
Complete the online application or contact Student Services. When completing an online application, select the Business Graphics program from the program of choice dropdown list.

Outcomes
The Business Graphics Certificate will prepare you to:
• Exhibit visual and creative thinking
• Exhibit conceptual skills
• Complete projects (such as brochures, mailers, business cards, and prepared print media) in a professional and timely manner

Career Outlook
After completing this certificate you will be ready to create, design, and edit business graphics and be employed or assist in such fields as:
• Marketing
• Publication
• Advertising
• Web Design
• Administration
• Office Support
• Management
• Accounting/Finance

Related Programs
• Administrative Professional
• Office Support Specialist

Curriculum

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<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10103156</td>
<td>Adobe Photoshop</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10106127</td>
<td>Desktop Publishing</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10106129</td>
<td>Web Technologies</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10106147</td>
<td>Advanced Graphics Applications *</td>
<td>3 cr.</td>
</tr>
</tbody>
</table>

CERTIFICATE REQUIREMENTS 10 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.

Course Descriptions

10103156
Adobe Photoshop - Credits: 2
Students will become skilled in using the Adobe Photoshop image-editing software package. Students will create and modify graphic images using various tools and techniques. They will learn to create original artwork, manipulate images, and create images for the Web and retouch photographs.

10106127
Desktop Publishing - Credits: 2
Preparation of professional-looking documents using desktop publishing software or word processing software with desktop publishing capabilities.

10106129
Web Technologies - Credits: 3
This course presents the foundational skills necessary to function in a Web 2.0 environment. Students will create a web site using effective web page design concepts including text, graphics, hypertext links, tables, forms, layers, templates, and Cascading Style Sheets (CSS) and behaviors. This course will also introduce students to a broad spectrum of concepts and issues associated with E-Business, cloud based documents and Social Media from marketing to network security to customer service. A general knowledge of working in a Windows environment and keyboarding skills are recommended.

10106147
Advanced Graphics Applications - Credits: 3
Advanced Graphics Applications further enhances the skills students obtained in Adobe Photoshop, vector based illustrations, and desktop publishing software at a more advanced level. Students will also be given independent projects in real-world situations where they can use their creativity, review layout and design principles, utilize their web design experience, and develop their customer service skills. The community independent project will be presented for final approval. The final project will be to create a professional portfolio of their work in electronic form. COREQUISITES: 10103156 Adobe Photoshop, 10106127 Desktop Publishing, and 10106129 Web Technologies.
Customer Service
17-105-2 Technical Certificate

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*
Outreach Centers: Hayward*, Ladysmith*

*Combination of Online, Your Choice, In person, or ITV (Interactive Television) instruction

Overview
The Customer Service certificate prepares you to serve a diverse customer base in business. Choose from either a service or a marketing/sales focus.

How to Apply
Complete the online application or contact Student Services. When completing an online application, select the Customer Service program from the program of choice dropdown list.

Outcomes
The Customer Service certificate will prepare you to:
• Professionally communicate non-verbally and in writing
• Provide ethical service to a diverse customer base
• Exhibit superior listening skills
• Operate appropriate technology
• Select appropriate technology (software and equipment) for tasks

Career Outlook
After completing the Customer Service certificate, students’ career opportunities will be strengthened with the ability to effectively and professionally communicate and provide both internal and external customer service to a global and diverse business community.

Related Programs
• Administrative Professional
• Business Management
• Leadership Development
• Office Support Specialist

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
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<tbody>
<tr>
<td>10104102</td>
<td>Marketing Principles</td>
<td>3 cr.</td>
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<tr>
<td>10809172</td>
<td>Introduction to Diversity Studies</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10106164</td>
<td>Office Communication</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196108</td>
<td>Customer Service</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10196138</td>
<td>Conflict Resolution and Confrontation Skills</td>
<td>1 cr.</td>
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<tr>
<td>10801136</td>
<td>English Composition 1</td>
<td>3 cr.</td>
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<tr>
<td>10801196</td>
<td>Oral/Interpersonal Communication</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10890116</td>
<td>Job Quest</td>
<td>1 cr.</td>
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</table>

CERTIFICATE REQUIREMENTS 15 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.

Course Descriptions

10104102 Marketing Principles - Credits: 3
This course focuses on the marketing process as it relates to the operation of a business enterprise. The intent is to provide students with an understanding of how the marketing function fits within the overall structure of the organization. Special attention is given to the role and significance of evaluating customer needs, pricing, distribution, and promotion of products and services.

10809172 Introduction to Diversity Studies - Credits: 3
Introduces learners to the study of diversity from a local to a global environment using a holistic, interdisciplinary approach. Encourages self-exploration and prepares the learner to work in a diverse environment. In addition to an analysis of majority/minority relations in a multicultural context, the primary topics of race, ethnicity, age, gender, class, sexual orientation, disability, religion are explored.

10106164 Office Communication - Credits: 3
This course provides the student with the opportunity to develop professional office communication skills using voice recognition, transcribers, and hard copy material. Students will learn to speak, write, and listen in a clear, courteous, concise, and correct manner. Students will apply these skills to create and share documents electronically while applying the proper document formats. PREREQUISITES: 10106110 Document Formatting and 10106146 Proofreading for the Office.

10196108 Customer Service - Credits: 1
This course examines customer service as it relates to organizational quality. It addresses service models for internal and external customers, systems and strategies applied to customer service, and tools and techniques for gathering customer feedback and handling complaints.

10196138 Conflict Resolution and Confrontation Skills - Credits: 1
In Conflict Resolution and Confrontation Skills the learner applies the skills and tools necessary to deal with conflict and confrontation in the workplace. The learner will identify the major causes of conflict, develop a working plan of action to confront difficult situations, and establish guidelines for gaining resolution to difficult situations. The learner will build greater personal skill and confidence in their ability to deal with conflict in their personal and professional life.

10801136 English Composition 1 - Credits: 3
This course is designed for learners to develop knowledge and skills in all aspects of writing process. Planning, organizing, writing, editing and revising are applied through a variety of activities. Students will analyze audience and purpose, use elements of research, and format documents using standard guidelines. Individuals will develop critical reading skills through analysis of various written documents.

10801196 Oral/Interpersonal Communication - Credits: 3
Focuses upon developing speaking, verbal and nonverbal communication, and listening skills through individual presentations, group activities, and other projects.

10890116 Job Quest - Credits: 1
Develop documents and skills to seek, obtain, and retain employment. Strengthen your professional image by developing self-awareness of elements affecting interpersonal and work relationships. Guidelines for determining appropriate grooming, dress, and poise will be covered. Personal life management along with career/life goal setting will be reinforced. This class should be taken in the last semester of the program.
Ethical Leadership
17-196-2 Technical Certificate

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*
Outreach Centers: Hayward*, Ladysmith*
*Combination of Online, Your Choice, In-person, and ITV (Interactive Television) instruction

Overview
The Ethical Leadership certificate is designed to help you improve your skills in creating and maintaining a legal, ethical and diverse work environment.

Special Feature
This certificate is designed to give you guidelines so you will have, and be willing to act on, a definite sense of ethical standards. This certificate will also encourage you to examine ethical dilemmas from different perspectives and to develop a habit of conscious reflection.

How to Apply
Complete the online application or contact Student Services. When completing an online application, select the Ethical Leadership program from the program of choice dropdown list.

Outcomes
The Ethical Leadership Certificate will prepare you to:
• Justify corporate social responsibility
• Recommend a framework for dealing with different cultures and morals/ethics
• Critique the identification, analysis, and recommend action/solution to a business-related ethical dilemma
• Assess the “value” of advertising to society
• Recommend methods of balancing “reasonable” consumer safety with a producer’s profit motive
• Recommend methods of balancing employees’ right to privacy with employers’ rights in today’s information/knowledge-based business

Career Outlook
After completing the Ethical Leadership Certificate, you will be ready to work with and understand today’s diverse workplace and legal and ethical decision making.

Related Program
• Leadership Development
• Nonprofit Leadership

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10196134</td>
<td>Legal Issues for Supervisors</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196190</td>
<td>Leadership Development</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196199</td>
<td>Ethics in Business</td>
<td>3 cr.</td>
</tr>
</tbody>
</table>

CERTIFICATE REQUIREMENTS 9 cr.

Course Descriptions

10196134 Legal Issues for Supervisors - Credits: 3
Provides an overview of the general legal responsibilities of an organization. Analyzes the current employment laws in the U.S. and their impact on employer/employees. Examines the supervisor’s role in dealing with harassment in the workplace. Compares how appeals can be addressed in both union and nonunion environment.

10196190 Leadership Development - Credits: 3
In Leadership Development, the learner applies the skills and tools necessary to fulfill his/her role as a modern leader. Each learner will demonstrate the application of evaluating leadership effectiveness and organization requirements, individual and group motivation strategies, implementing mission and goals, ethical behavior, personal leadership style and adaptation, impacts of power, facilitating employee development, coaching, managing change, and effective conflict resolution.

10196199 Ethics in Business - Credits: 3
This course will focus on business practices from an ethical point of view. The student will examine such topics as morality/ethical theory, utilitarianism, Kantian ethics, justice and the market system, whistle blowing, trade secrets/conflict of interest, privacy, advertising, product safety, corporate social responsibility, international business.
Entrepreneurship
31-145-2 Technical Diploma
Financial Aid Eligible
Campuses: Custom Delivery

Program Overview
The Entrepreneurship program incorporates creativity, critical thinking, communication, and collaboration in real-world settings to help you develop an entrepreneurial venture. You will learn to think entrepreneurially, identify opportunities, build business and finance strategies, share ideas, and develop marketing plans. Through a series of courses that include hands on, real-world opportunities you will develop your knowledge and abilities that will serve as a launch pad for those who wish to start, run, or grow their own personal or family owned business.

Inquire:
For more information, contact:
Pam Brunclik, Dean of Academic Programs-
Rice Lake Region
Phone: 715-234-7082 ext. 5682
Fax: 715-234-5172
pam.brunclik@witc.edu

Program Outcomes
The Entrepreneurship graduates will be able to:
• Demonstrate an entrepreneurial mindset
• Develop a business canvas and/or plan
• Outline a business operational plan
• Develop a business marketing plan

Career Outlook
Typical positions available after graduation include:
• Small Business Owner
• Business Manager
• Operations Manager

Related Program
• Leadership Development
• Nonprofit Leadership

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><strong>Occupational Specific Courses</strong></td>
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<tr>
<td>1010176</td>
<td>Financial Accounting 1A</td>
<td>2 cr.</td>
</tr>
<tr>
<td>1010404</td>
<td>Selling Principles</td>
<td>3 cr.</td>
</tr>
<tr>
<td>3114500</td>
<td>Entrepreneurial Ideas</td>
<td>3 cr.</td>
</tr>
<tr>
<td>3114501</td>
<td>Entrepreneurial Communication</td>
<td>2 cr.</td>
</tr>
<tr>
<td>3114502</td>
<td>Entrepreneurial Management</td>
<td>3 cr.</td>
</tr>
<tr>
<td>3114503</td>
<td>Entrepreneurial Finance</td>
<td>3 cr.</td>
</tr>
<tr>
<td>3114504</td>
<td>Entrepreneurial Marketing</td>
<td>2 cr.</td>
</tr>
<tr>
<td>3114505</td>
<td>Entrepreneurial Capstone*</td>
<td>3 cr.</td>
</tr>
<tr>
<td>3114506</td>
<td>Entrepreneurial Legal Issues</td>
<td>2 cr.</td>
</tr>
<tr>
<td></td>
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<td><strong>Occupational Supportive/General Studies Courses</strong></td>
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<tr>
<td>1080412</td>
<td>Math with Business Applications</td>
<td>3 cr.</td>
</tr>
<tr>
<td>3280938</td>
<td>Applied Interpersonal Skills</td>
<td>2 cr.</td>
</tr>
<tr>
<td></td>
<td>Occupational Supportive/General Studies Total</td>
<td>5 cr.</td>
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<tr>
<td></td>
<td><strong>PROGRAM REQUIREMENTS</strong></td>
<td>28 cr.</td>
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</table>

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/entrepreneurship/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)
Entrepreneurship is a new program for WITC - This information is from WTCS.

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>21</th>
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<th>10</th>
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<tbody>
<tr>
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<td>Percent employed</td>
<td>100%</td>
</tr>
<tr>
<td>Number available for employment</td>
<td>10</td>
<td>Employed in related field</td>
<td>50%</td>
</tr>
<tr>
<td>% employed in WITC district</td>
<td>NA</td>
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<tr>
<td>Range of yearly salary</td>
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<td></td>
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<tr>
<td>Average yearly salary</td>
<td>$28,029</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

10101176
Financial Accounting 1A - Credits: 2
This is a basic accounting course for non-accounting program students. The scope of study focuses on an introduction to business and accounting, analyzing and recording accounting transactions, performing the adjusting process, and completing the accounting cycle. Understanding is based both on theory and application.

10104104
Selling Principles - Credits: 3
This introductory course is designed to acquaint the student with the principles of selling and applications to the marketing of goods and services. Special emphasis is given to developing the selling process. Included are customer relations, sales psychology, steps to successful presentation, closing techniques, and sales motivation.

31145300
Entrepreneurial Ideas - Credits: 3
Upon completion of this course students will have generated ideas for entrepreneurial businesses, analyzed marker conditions, and determined the opportunities that exist for an entrepreneurial venture in today’s marketplace. The ideas generated will be used and refined in the capstone course.

31145301
Entrepreneurial Communication - Credits: 2
Soft skills are essential to entrepreneurial success. Students completing this class will practice soft skills through networking, formal and informal presentations, professional business writing, and listening activities.

31145302
Entrepreneurial Management - Credits: 3
Leadership concepts and basic management and operational policies are analyzed by student in this class. From the analysis, students will practice developing operation practices, including those human resource functions such as hiring, managing, and motivation employees. The ideas discussed in this course will be used and refined in the capstone course.

31145303
Entrepreneurial Finance - Credits: 3
Upon completion of this class the learners will have the skills to make considerate investment and financing decisions in entrepreneurial settings. Covering all stages of the venture’s life cycle from startup to exit, the class delves into key financial decisions that much be made such as how much money should be raised at each stage; when should it be raised; what is a reasonable valuation of the company, and how should funding, employment contracts and exit decisions be structured.

31145304
Entrepreneurial Marketing - Credits: 2
Building on the basic marketing principles, upon completion of this course student will be able to identify the unique challenges in marketing start-up organizations and develop marketing plans for launching and promoting a young company. A key component of the class is the development of a complete marketing plan for a nascent entrepreneurial venture focusing.

31145305
Entrepreneurial Capstone - Credits: 3
Building on the knowledge obtained in the previous entrepreneurial program classes, students write and present a business plan. The plans include the marketing, management, operational, and financial sections typically requested of a new business venture. Upon completion of the capstone course, students will walk away ready to launch their ventures. COREQUISITES: 31145300 Entrepreneurial Ideas, 31145302 Entrepreneurial Management, 31145303 Entrepreneurial Finance, 31145304 Entrepreneurial Marketing, 31145306 Entrepreneurial Legal Issues.

31145306
Entrepreneurial Legal Issues - Credits: 2
Students completing this class can articulate the regulatory framework surrounding new business ventures. Legalities will include the choice of legal entity, permits, insurances and HR requirements. Furthermore, the students will also examine other legalities in regards to intellectual property, trade secrets, patents, trademarks, copyrights, and licensing.
# Medical Administrative Professional Pathway

## You could take this first and get a credential.

### Healthcare Receptionist
- **Technical Diploma**
- 15 Credits / One Semester Full Time; Part Time Options Available

### Health Office Professional
- **Technical Diploma**
- 30 Credits / One Full Year; Part Time Options Available

### Medical Billing Specialist
- **Technical Diploma**
- 22 Credits / 3 Semesters Part Time

### Medical Administrative Professional
- **Associate Degree**
- 60 Credits / Two Years Full Time; Part Time Options Available

## Continue your education to obtain a technical diploma.

### Potential Careers
- **Healthcare Receptionist**
  - Medical Receptionist, Medical Scheduler, Medical Information Clerk, Appointment Coordinator, Patient Access

### Potential Careers
- **Medical Office Specialist**
  - Medical Office Specialist, Medical Secretary, Medical Receptionist, Hospital Admissions Representative, Customer Service Representative, Medical Scheduler, Health Information Clerk

### Potential Careers
- **Medical Billing Specialist**
  - Hospital Medical Biller, Physician's Office Medical Biller, Laboratory Medical Biller, Patient Account Representative, Revenue Cycle Representative

## Continue your education to obtain an associate degree.

### Potential Careers
- **Medical Administrative Professional**
  - Medical Administrative Assistant, Medical Secretary, Medical Receptionist, Medical Scheduler, Hospital Admissions Representative, Medical Language Specialist, Medical Billing Specialist, Patient Account Representative, Clinic Coder, Health Unit Coordinator (HUC), Health Information Clerk
  - **Range of Yearly Salary**
    - $30,678-$38,456* annually

## Continue your education to obtain a bachelor's degree.

### BEYOND WITC
- **Bachelor's Degree**
  - Lakeland University
  - Northland College
  - UW Oshkosh
  - UW Stout

### Important Notes on Transferring:
- Check out [witic.edu/transfer](http://witic.edu/transfer) for details on specific agreements listed
- The colleges listed have developed a Technical Diploma/Associate Degree to Bachelor Degree Articulation Agreement with WITC
- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities
- Transferology, [www.transferology.com](http://www.transferology.com), or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process
Medical Administrative Professional
10-160-2 Associate Degree (two-year)

Financial Aid Eligible

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*, Online
*Combination of Online, Your Choice, In person, or ITV (Interactive Television) instruction

Program Overview
Are you looking for a career in the medical field that is interesting and exciting but does not require direct patient contact? Consider the Medical Administrative Professional program. This program prepares you to complete business-related tasks including scheduling appointments, registering patients, answering telephones, medical billing and completing insurance claims, preparing business correspondence, transcribing dictation, and maintaining medical records.

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Complete admissions meeting with a WITC counselor

Program Outcomes
Medical Administrative Professional graduates will be able to:
• Perform financial practices through analysis of payer data and reimbursement methods
• Demonstrate professionalism in a healthcare setting
• Apply technology to administrative functions in a healthcare-related setting
• Apply HIPAA, federal and state law, and regulatory compliance in business health practices
• Use medical terminology and knowledge of the human body systems in performing essential functions of health business environment

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Medical Administrative Assistant
• Medical Secretary
• Medical Receptionist
• Medical Scheduler
• Hospital Admissions Representative
• Medical Language Specialist
• Medical Billing Specialist
• Patient Account Representative
• Clinic Coder
• Health Unit Coordinator (HUC)
• Health Information Clerk

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
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<tbody>
<tr>
<td>1010176</td>
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<td>10103146</td>
<td>MS Word A</td>
<td>1 cr.</td>
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<tr>
<td>10103147</td>
<td>MS Word B *</td>
<td>1 cr.</td>
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<td>MS Excel A</td>
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<td>MS Excel B *</td>
<td>1 cr.</td>
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<td>Medical Externship *#</td>
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<td>Document Formatting</td>
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</tr>
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<td>10160134</td>
<td>Medical Insurance Claims *</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10160135</td>
<td>Introduction to Healthcare Documentation *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10160140</td>
<td>Medical Office Administration *</td>
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</tr>
<tr>
<td>10160142</td>
<td>Patient Billing and Reimbursement *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10160143</td>
<td>Medical Office Procedures and Customer Service</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10160145</td>
<td>Medical Administrative Practice</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10160146</td>
<td>Proofreading for the Office</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196138</td>
<td>Conflict Resolution and Confrontation Skills</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10501101</td>
<td>Medical Terminology</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10510135</td>
<td>Anatomy, Physiology, and Disease Concepts</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10890116</td>
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<table>
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<th>Course Title</th>
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<tbody>
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<td>10901136</td>
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<tr>
<td>10801196</td>
<td>Oral/Interpersonal Communication</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10801197</td>
<td>Technical Reporting</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10804123</td>
<td>Math with Business Applications</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809196</td>
<td>Introduction to Sociology or Introduction to Diversity Studies</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809198</td>
<td>Introduction to Psychology</td>
<td>3 cr.</td>
</tr>
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</table>

ELECTIVES
3 cr.

PROGRAM REQUIREMENTS
60 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.
# Criminal background checks will be required for this course.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>Number employed</th>
<th>% employed in WITC district</th>
</tr>
</thead>
<tbody>
<tr>
<td>13</td>
<td>10</td>
<td>56%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Number of responses</th>
<th>Percent employed</th>
<th>Range of yearly salary</th>
<th>Average yearly salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>11</td>
<td>100%</td>
<td>$30,678-$38,456</td>
<td>$33,807</td>
</tr>
</tbody>
</table>
Health Office Professional
31-160-1 Technical Diploma (one-year)

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*, Online
*Combination of Online, Your Choice, In person, or ITV (Interactive Television) instruction

Program Overview
The Health Office Professional technical diploma combines medical office skills with computer skills to prepare you for employment on the administrative side of healthcare working in physician’s offices, clinics, hospitals, nursing homes and other health organizations.

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Review and Sign Gainful Employment Disclosure
• Complete admissions meeting with a WITC counselor

Program Outcomes
Health Office Professional graduates will be able to:
• Perform routine healthcare administrative procedures
• Demonstrate effective workplace communications
• Apply technology skills to business and administrative tasks
• Maintain internal and external relationships
• Model professionalism in a healthcare setting

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Medical Office Specialist
• Medical Secretary
• Medical Receptionist
• Hospital Admissions Representative
• Customer Service Representative
• Medical Scheduler
• Health Information Clerk

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/health-office-professional/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
(WTCS Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th></th>
<th>Number of graduates</th>
<th>Number employed</th>
<th>% employed in WITC district</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of graduates</td>
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<td>10</td>
<td>Employed in related field</td>
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</tbody>
</table>

*Insufficient data to report.

2019/2020
Healthcare Receptionist
30-160-2 Technical Diploma (less than one-year)

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*, Online
*Combination of Online, Your Choice, In person, or ITV (Interactive Television) instruction

Program Overview
The Healthcare Receptionist short-term diploma prepares students to perform a variety of office support functions within a health care organization. This embedded technical diploma fully ladders into the Health Office Professional technical diploma and the Medical Administrative Professional associate degree.

How to Apply
Complete the online application or contact Student Services. When completing an online application, select the Healthcare Receptionist program from the program of choice drop-down list.

Program Outcomes
Healthcare Receptionist graduates will be able to:
• Perform routine healthcare administrative procedures
• Apply technology skills to business and administrative tasks
• Maintain internal and external relationships
• Model professionalism in a healthcare setting

Career Outlook
Typical positions available after graduation include:
• Medical Receptionist
• Medical Scheduler
• Medical Information Clerk
• Appointment Coordinator
• Patient Access

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><strong>Occupational Specific Courses</strong></td>
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<tr>
<td>10103125</td>
<td>MS Outlook</td>
<td>1 cr.</td>
</tr>
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<td>10103146</td>
<td>MS Word A</td>
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<td>10106110</td>
<td>Document Formatting</td>
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<tr>
<td>10160143</td>
<td>Medical Office Procedures and Customer Service</td>
<td>2 cr.</td>
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<td>10160146</td>
<td>Proofreading for the Office</td>
<td>3 cr.</td>
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<td>Medical Terminology</td>
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<tr>
<td>10801196</td>
<td>Oral/Interpersonal Communication</td>
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<td></td>
<td>Occupational Supportive/General Studies Total</td>
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<tr>
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<td><strong>TOTAL PROGRAM REQUIREMENTS</strong></td>
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* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>Number employed</th>
<th>% employed in WITC district</th>
<th>Number of responses</th>
<th>Percent employed</th>
<th>Range of yearly salary</th>
<th>Number available for employment</th>
<th>Employed in related field</th>
<th>Average yearly salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>26</td>
<td>10</td>
<td>60%</td>
<td>23</td>
<td>91%</td>
<td>-</td>
<td>11</td>
<td>5</td>
<td>-</td>
</tr>
</tbody>
</table>
| *Insufficient data to report.

2019/2020
Medical Billing Specialist
30-160-5 Technical Diploma (less than one-year)

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*, Online
*Combination of Online, Your Choice, In person, or ITV (Interactive Television) instruction

Program Overview
The Medical Billing Specialist technical diploma prepares you to perform billing functions in a clinic, hospital or specialty practice. This embedded technical diploma involves coursework on the patient-to-payment billing cycle in the medical facility. This embedded technical diploma fully ladders into the Medical Administrative Professional associates degree.

How to Apply
Complete the online application or contact Student Services. When completing an online application, select the Medical Billing Specialist program from the program of choice dropdown list.

Program Outcomes
Medical Billing Specialist graduates will be able to:
• Perform routine healthcare administrative procedures
• Process insurance claims
• Apply technology skills to business and administrative tasks
• Maintain internal and external relationships
• Model professionalism in the workplace

Career Outlook
Typical positions available after graduation include:
• Hospital Medical Biller
• Physician’s Office Medical Biller
• Laboratory Medical Biller
• Patient Account Representative
• Revenue Cycle Representative

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
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</thead>
<tbody>
<tr>
<td>10103151</td>
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<td>10103152</td>
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</tr>
<tr>
<td>10106110</td>
<td>Document Formatting</td>
<td>2 cr.</td>
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<td>10160134</td>
<td>Medical Insurance Claims *</td>
<td>4 cr.</td>
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<td>10160140</td>
<td>Medical Office Administration *</td>
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<tr>
<td>10160142</td>
<td>Patient Billing and Reimbursement *</td>
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</tr>
<tr>
<td>10160143</td>
<td>Medical Office Procedures and Customer Service</td>
<td>2 cr.</td>
</tr>
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<td>10501101</td>
<td>Medical Terminology</td>
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<tr>
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<td>19 cr.</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10804123</td>
<td>Math with Business Applications</td>
<td>3 cr.</td>
</tr>
<tr>
<td>Occupational Supportive/General Studies Total</td>
<td>3 cr.</td>
<td></td>
</tr>
</tbody>
</table>

PROGRAM REQUIREMENTS 22 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>11</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of responses</td>
<td>10</td>
</tr>
<tr>
<td>Number available for employment</td>
<td>8</td>
</tr>
<tr>
<td>Number employed</td>
<td>7</td>
</tr>
<tr>
<td>Percent employed</td>
<td>88%</td>
</tr>
<tr>
<td>Employed in related field</td>
<td>6</td>
</tr>
<tr>
<td>% employed in WITC district</td>
<td>50%</td>
</tr>
</tbody>
</table>
| Range of yearly salary | -
| Average yearly salary | -

*Insufficient data to report.
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>10101176</td>
<td>Financial Accounting 1A - Credits: 2</td>
<td></td>
<td>This is a basic accounting course for non-accounting program students. The scope of study focuses on an introduction to business and accounting, analyzing and recording accounting transactions, performing the adjusting process, and completing the accounting cycle. Understanding is based both on theory and application.</td>
</tr>
<tr>
<td>1010325</td>
<td>MS Outlook - Credits: 1</td>
<td></td>
<td>This course introduces the basics of Microsoft Outlook. Participants will use e-mail, calendar, files, and other features to effectively manage business and personal information.</td>
</tr>
<tr>
<td>1010346</td>
<td>Medical Office Procedures and Customer Service - Credits: 2</td>
<td></td>
<td>This course develops professional skills and attitudes needed in a medical business environment. Skills developed include an ability to manage time effectively, schedule patients, greet patients, use the medical office.</td>
</tr>
<tr>
<td>1010347</td>
<td>Patient Billing and Reimbursement - Credits: 3</td>
<td></td>
<td>This course develops professional skills and attitudes needed in a medical business environment. Skills developed include an ability to communicate effectively with patients and other medical office staff.</td>
</tr>
<tr>
<td>1010351</td>
<td>Medical Insurance Claims - Credits: 4</td>
<td></td>
<td>This course provides the learner with techniques used in proofreading office documents from both hard and soft copy (computer screen). Learners will incorporate the use of office reference manuals. This project-based course uses individual and group activities as well as in-class and out-of-class work.</td>
</tr>
<tr>
<td>1010355</td>
<td>Medical Office Administration - Credits: 3</td>
<td></td>
<td>This course develops professional skills and attitudes needed in a medical business environment. Skills developed include an ability to communicate effectively with patients and other medical office staff.</td>
</tr>
<tr>
<td>10106110</td>
<td>Document Formatting - Credits: 2</td>
<td></td>
<td>This hands-on course covers formatting styles of business letters, business and academic reports, memos, tables, and business documents. The course also includes drill work for improving keying speed and accuracy. Students should be able to key 40 words per minute.</td>
</tr>
<tr>
<td>10106146</td>
<td>Proofreading for the Office - Credits: 3</td>
<td></td>
<td>This course provides the learner with techniques used in proofreading office documents from both hard and soft copy (computer screen). Learners will incorporate the use of office reference manuals. This project-based course uses individual and group activities as well as in-class and out-of-class work.</td>
</tr>
<tr>
<td>10106134</td>
<td>Medical Insurance Claims - Credits: 4</td>
<td></td>
<td>This course provides common health insurance terminology and selected private and public insurance coverages. Students are introduced to basic principles of disease coding and procedural coding from the physician/provider perspective and follow the life cycle of the medical insurance claim with the aim of accurate and efficient reimbursement for services provided. This is not for experienced coders. PREREQUISITE: 10501101 Medical Terminology.</td>
</tr>
<tr>
<td>10106135</td>
<td>Introduction to Healthcare Documentation - Credits: 3</td>
<td></td>
<td>This course provides common health insurance terminology and selected private and public insurance coverages. Students are introduced to basic principles of disease coding and procedural coding from the physician/provider perspective and follow the life cycle of the medical insurance claim with the aim of accurate and efficient reimbursement for services provided. This is not for experienced coders. PREREQUISITE: 10501101 Medical Terminology.</td>
</tr>
<tr>
<td>10106140</td>
<td>Medical Office Administration - Credits: 3</td>
<td></td>
<td>This course develops professional skills and attitudes needed in a medical business environment. Skills developed include an ability to communicate effectively with patients and other medical office staff.</td>
</tr>
<tr>
<td>10106142</td>
<td>Medical Office Procedures and Customer Service - Credits: 2</td>
<td></td>
<td>This course develops professional skills and attitudes needed in a medical business environment. Skills developed include an ability to communicate effectively with patients and other medical office staff.</td>
</tr>
<tr>
<td>10106143</td>
<td>Medical Office Procedures and Customer Service - Credits: 2</td>
<td></td>
<td>This course develops professional skills and attitudes needed in a medical business environment. Skills developed include an ability to communicate effectively with patients and other medical office staff.</td>
</tr>
<tr>
<td>10106145</td>
<td>Medical Administrative Practice - Credits: 4</td>
<td></td>
<td>This course provides the learner with techniques used in proofreading office documents from both hard and soft copy (computer screen). Learners will incorporate the use of office reference manuals. This project-based course uses individual and group activities as well as in-class and out-of-class work.</td>
</tr>
<tr>
<td>10106138</td>
<td>Conflict Resolution and Confrontation Skills - Credits: 1</td>
<td></td>
<td>This course focuses on assessment, diagnosis, and treatment of claims. The course will be structured to application of the content through case studies and group discussions.</td>
</tr>
<tr>
<td>10106139</td>
<td>Conflict Resolution and Confrontation Skills - Credits: 1</td>
<td></td>
<td>This course focuses on assessment, diagnosis, and treatment of claims. The course will be structured to application of the content through case studies and group discussions.</td>
</tr>
</tbody>
</table>

2019/2020

800.243.9482 • witc.edu
Human Resource Management
10-116-2 Associate Degree (two-year)

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*
Outreach Centers: Hayward*, Ladysmith*

*Combination of Online, Your Choice, In person, or ITV (Interactive Television) instruction

Program Overview
The Human Resources program prepares you to assist organizations in effectively recruiting, developing, training, managing and compensating their employees. You will also learn how the EEOC and OSHA will impact a workplace and how you can help your organization meet compliance regulations.

Admission Requirements
• Complete application form and submit with fee (waiver may apply if previously submitted)
• Complete admissions meeting with a WITC counselor

Program Outcomes
Human Resource Management graduates will be able to:
• Create an organizational workforce plan
• Develop training programs
• Examine organizational total rewards programs
• Incorporate employment law into business practices
• Facilitate effective employee relations

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Compensation and Benefits Specialist
• Employment Specialist
• Human Resources Coordinator
• Human Resources Specialist
• Recruitment Specialist
• Training and Development Specialist
• Payroll Analyst
• Labor Relations Specialist
• Human Resources Assistant

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1010176</td>
<td>Financial Accounting 1A</td>
<td>2 cr.</td>
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<tr>
<td>10103106</td>
<td>MS PowerPoint</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103146</td>
<td>MS Word A</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103151</td>
<td>MS Excel A</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103152</td>
<td>MS Excel B *</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10105123</td>
<td>Business Skills</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10116100</td>
<td>Human Resource Management</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10116101</td>
<td>Introduction to Payroll and HRIS</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10116102</td>
<td>Employment Law *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10116103</td>
<td>Compensation Management *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10116104</td>
<td>Recruitment and Selection *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10116105</td>
<td>Employee Relations and Labor Law *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10116106</td>
<td>Orientation and Training *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10116107</td>
<td>Benefit Administration *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10116108</td>
<td>Human Resource Capstone *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196108</td>
<td>Customer Service</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10196136</td>
<td>Safety in the Workplace</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196138</td>
<td>Conflict Resolution and Confrontation Skills</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10196145</td>
<td>Contemporary Business for Supervisors</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10196199</td>
<td>Ethics in Business</td>
<td>3 cr.</td>
</tr>
<tr>
<td>TECHNICAL STUDIES TOTAL</td>
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<tr>
<td>10801136</td>
<td>English Composition 1</td>
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<tr>
<td>10801196</td>
<td>Oral/Interpersonal Communication or Speech</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10801198</td>
<td>Speech</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10804123</td>
<td>Math with Business Applications</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809195</td>
<td>Economics</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809196</td>
<td>Introduction to Sociology</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809188</td>
<td>Developmental Psychology or Psychological</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809198</td>
<td>Introduction to Psychology</td>
<td>3 cr.</td>
</tr>
<tr>
<td>GENERAL STUDIES TOTAL</td>
<td></td>
<td>18 cr.</td>
</tr>
<tr>
<td>TOTAL PROGRAM REQUIREMENTS</td>
<td></td>
<td>61 cr.</td>
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</tbody>
</table>

▲ Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
▼ See pages 40-42 for course descriptions.

Graduate Employment Information
(WTCS Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>6</th>
<th>Number employed</th>
<th>5</th>
<th>% employed in WITC district</th>
<th>25%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of responses</td>
<td>5</td>
<td>Percent employed</td>
<td>100%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Number available for employment</td>
<td>5</td>
<td>Employed in related field</td>
<td>4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Range of yearly salary</td>
<td>$32,238-$87,550</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average yearly salary</td>
<td>$48,366</td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tbody>
</table>
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

10116176 Financial Accounting 1A - Credits: 2
This is a basic accounting course for non-accounting program students. The scope of study focuses on an introduction to business and accounting, analyzing and recording accounting transactions, preparing the adjusting process, and completing the accounting cycle. Understanding is based both on theory and application.

10103106 MS PowerPoint - Credits: 1
A complete presentation graphics course that allows you to produce professional-looking presentations. It gives you the flexibility to make informal presentations, creating overhead transparencies, electronic presentations, formal presentations using 35mm slides, or virtual presentations. Additionally, you can create paper printouts, outlines, speaker notes, and audience handouts.

10103146 MS Word A - Credits: 1
Students will learn word processing using MS Word. Credit A activities will include creating, editing, saving, formatting, printing, and other basic MS Word features.

10103151 MS Excel A - Credits: 1
Students will learn to use MS Excel. Credit A activities will include creating, editing, saving, formatting, printing, performing calculations, and enhancing worksheets through charts.

10103152 MS Excel B - Credits: 1
Students will learn to use MS Excel. Credit B activities will include using advanced features of formulas, object linking and embedding, multiple worksheets, 3-D references, macro basics and database basics. COREQUISITE: 10103151 MS Excel A.

10105123 Business Skills - Credits: 1
Upon completion of this course learners will be able to use technology-driven modes of communication, apply organizational techniques, and manage electronic files; explain how they are personally responsible for their own successes, and apply keyboarding and calculating knowledge in a variety of business-related scenarios.

10116100 Human Resource Management - Credits: 3
In Human Resource Management, the learner applies the skills and tools necessary to effectively value and apply employees’ abilities and needs to organization goals. Each learner will demonstrate the application of the supervisor’s role in contemporary human resources management, impacts of EEOC, writing job descriptions, recruitment, selection, conducting job interviews, orientation, developing policies and procedures, training, performance management, employee counseling and development, and effective use of compensation and benefit strategies. It is recommended that the learner have experience using a PC/MAC, using the MS Windows operating systems and software suite, browsing Web pages, downloading files, using e-mail, and exchanging files prior to enrolling in this course.

10116101 Introduction to Payroll and HRIS - Credits: 3
In keeping with line electronic recordkeeping, human resources and payroll have followed suit. Tracking employee information and payroll transactions is handled efficiently and securely using human resources information systems and payroll software. The learner will come to understand how this type of software works. Payroll calculation will be highly emphasized taking into account all the federal and state laws and filing requirements.

10116102 Employment Law - Credits: 3
Employment law examines employment, labor and social issues in the work environment through the laws that govern the employer/union and employer/employee relationships. Topics explored include: unemployment compensation; workers’ compensation; hiring and firing practices; sexual harassment in the workplace; the Americans with Disabilities Act; and the intricacies of federal and Wisconsin equal employment opportunity laws. Students will use in-depth case analyses, oral presentation, and debates. PREREQUISITE: 10116100 Human Resource Management.

10116103 Compensation Management - Credits: 3
Compensation encompasses the remuneration issues of employment. It will cover all aspects of wage and salary administration including job design, job analysis, pay range development, salary surveys, bonus programs, state and federal compensation law and performance management in regards to pay practices. PREREQUISITE: 10116100 Human Resource Management.

10116104 Recruitment and Selection - Credits: 3
Getting the right employees in the right job is really an art. Learn the methods of recruitment used to attract employees to your organization. Once recruitment takes place, then selection of the most suitable candidate for an opening takes place. This process is highly governed by state and federal law which must be learned and used as the basis for lawful selection of employees. PREREQUISITE: 10116100 Human Resource Management.

10116105 Employee Relations and Labor Law - Credits: 2
The course provides students with both the common and complex issues related to human behavior in the workplace as it relates to employee relations, state and federal mandates and laws. In-depth examination of relationships among workers, management, laws and government are the major focus of this course. PREREQUISITE: 10116100 Human Resource Management.

10116106 Orientation and Training - Credits: 3
The orientation and training course prepares participants to be able to orient, train and take new hires through the onboarding process so they have the greatest opportunity to be successful, productive employees in the workplace. Key topics are: training and development, delivery techniques, assessing employee strengths, and methods to determine where employees may focus talent improvement processes. Course will also explore the value of engaging in company culture including techniques for success within that culture. PREREQUISITE: 10116100 Human Resource Management.

10116107 Benefit Administration - Credits: 3
With the ever changing health care laws, this benefit course will address the evolution of benefit offerings in health insurance as well as the other benefit areas. Taking the total reward approach, other topics to be covered include dental insurance, disability insurance, paid time off, government mandated benefits and optional work arrangements. PREREQUISITE: 10116100 Human Resource Management.

10116108 Human Resource Capstone - Credits: 3
The Human Resource Capstone course emphasizes application of advanced principles of human resource management. These principles include the application of the EEOC regulations, recruitment and selection, orientation and training, payroll and benefit administration, interpersonal skills management and business management. Learners are required to design and complete a human resource management project that begins with the fundamentals and extends to application within their workplace. PREREQUISITE: Admitted to the Human Resource Management program and have completed a minimum of 30 credits (101, 103, 105, 116, 196) of coursework.

10196108 Customer Service - Credits: 3
This course examines customer service as it relates to organizational quality. It addresses service models for internal and external customers, systems and strategies applied to customer service, and tools and techniques for gathering customer feedback and handling complaints.

10196136 Safety in the Workplace - Credits: 3
An introduction to safety and loss prevention in the workplace with an emphasis on the supervisor's responsibility for maintaining a safe, productive environment. Students will study safety concepts, hazard controls, developing safety and health programs, and federal- and state-mandated regulations.

10196138 Conflict Resolution and Confrontation Skills - Credits: 1
In Conflict Resolution and Confrontation Skills the learner applies the skills and tools necessary to deal with conflict and confrontation in the workplace. The learner will identify the major causes of conflict, develop a working plan of action to confront difficult situations, and establish guidelines for gaining resolution to difficult situations. The learner will build greater personal skill and confidence in their ability to deal with conflict in their personal and professional life.

10196145 Contemporary Business for Supervisors - Credits: 2
In this course, you will review how the basic management styles affect the people, processes, and profitability of a business. You will also learn how to balance the organization’s needs for profits with employees’ basic needs within a global context. You will review and study the basic concepts and the supervisor’s role regarding return on investment, return on equity, profit centers, financial statements, and overall departmental operations.

10196199 Ethics in Business - Credits: 3
This course will focus on business practices from an ethical point of view. The student will examine such topics as morality/ethical theory, utilitarianism, Kantian ethics, justice and the market system, whistle blowing, trade secrets/conflict of interest, privacy, advertising, product safety, corporate social responsibility, international business.
Safety Management
17-196-4 Technical Certificate

Campuses: Ashland®, New Richmond®, Rice Lake®, Superior®
Outreach Centers: Hayward®, Ladysmith®
*Combination of Online, Your Choice, In-Person, and ITV (Interactive Television) instruction

Overview
The Safety Management certificate prepares you to manage, promote and oversee all aspects of safety in the workplace. You’ll study state and federal safety regulations and learn how to manage industrial safety reports. By completing this certificate you will be ready to manage safety systems and reporting processes that are becoming more prevalent in business and industry today.

Special Feature
The certificate is designed to be project oriented so that you will be able to design, implement, and manage a working safety management program after completing the certificate requirements.

How to Apply
Complete the online application or contact Student Services. When completing an online application, select the Safety Management program from the program of choice drop-down list.

Outcomes
The Safety Management Certificate will prepare you to:
- Handle state and federal OSHA paperwork and reporting processes
- Establish an effective safety management program for an organization
- Design preventative programs to reduce and/or eliminate injuries in the workplace
- Work with employees to maintain and enhance safe working conditions in the workplace

Career Outlook
After completing the Safety Management certificate, you will be ready to take responsibility for developing, overseeing, and managing the safety issues in an organization.

Related Program
- Leadership Development

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10196136</td>
<td>Safety in the Workplace</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196137</td>
<td>Management of Safety</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196139</td>
<td>OSHA General Standards</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10196164</td>
<td>Personal Skills for Supervisors</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196189</td>
<td>Team Building and Problem Solving</td>
<td>3 cr.</td>
</tr>
</tbody>
</table>

CERTIFICATE REQUIREMENTS 14 cr.

Course Descriptions

10196136
Safety in the Workplace - Credits: 3
An introduction to safety and loss prevention in the workplace with an emphasis on the supervisor’s responsibility for maintaining a safe, productive environment. Students will study safety concepts, hazard controls, developing safety and health programs, and federal- and state-mandated regulations.

10196137
Management of Safety - Credits: 3
This course is dedicated to the management of safety issues in organizations. Safety has become an important part of every business operation. We will define, study, and practice the concepts of risk management and loss control management. General topics will include all liabilities of business, disaster and recovery issues, security concerns, outside contractor matters, DOT and vehicle regulations, workers’ compensation, business site evaluation of needs, and more.

The Management of Safety course ties all aspects of the Safety certificate program together. Students enrolling in this course should have at least two years of prior work experience and basic working knowledge of a safety program or the approval of the instructor.

10196139
OSHA General Standards - Credits: 2
This course is designed for students to examine and gain working knowledge of the major OSHA Industrial Safety standards and paperwork process. Students will review, discuss and develop plans of action to implement OSHA requirements in the workplace.

10196164
Personal Skills for Supervisors - Credits: 3
In Personal Skills for Supervisors, the learner applies the skills and tools necessary to deal with the time management, stress, and related challenges to a supervisor. Each learner will demonstrate the application of time management techniques, personal planning, continuous learning, valuing rights and responsibilities of others, effective communication, assertiveness, and dealing effectively with stress.

10196189
Team Building and Problem Solving - Credits: 3
In Team Building and Problem Solving, the learner applies the skills and tools necessary to facilitate problem solving in a team environment. Each learner will demonstrate the application of the benefits and challenges of group work, necessary roles in a team, stages of team development, different approaches to problem solving, consensus, systematic process of problem definition, data acquisition, analysis, developing alternative solutions, solution implementation, evaluation, and documentation.
Overview
The Supervisory Leadership certificate allows you to customize your training with short, achievable goals. Rather than completing the entire associate degree, you may select course clusters that complement your degree choice.

How to Apply
Complete the online application or contact Student Services. When completing an online application, select the Supervisory Leadership program from the program of choice dropdown list.

In addition to this certificate, some campuses offer:
- Ethical Leadership certificate
- Management certificate
- Safety Management certificate

Outcomes
The Supervisory Leadership Certificate will prepare you to:
- Maximize use of time and resources
- Minimize wasted effort
- Address difficult situations in positive ways
- Possess supervisory, communication, and leadership skills
- Understand what motivates people in the workplace
- Create efficient, customer-friendly processes
- Develop productive work teams

Career Outlook
After completing the Supervisory Leadership certificate, you may be employed in a variety of businesses and industries. This certificate provides you with the opportunity to upgrade your leadership and management skills in preparation for a supervisory position or for support in your present position.

Related Programs
- Business Management
- Human Resource Management
- Leadership Development
- Nonprofit Leadership

Curriculum
Number | Course Title | Credits (cr.)
--- | --- | ---
10196190 | Leadership Development | 3 cr.
10196191 | Supervision | 3 cr.
1019619X | Three (3) credits of 196 coursework | 3 cr.
10801136 | English Composition I# | 3 cr.
10801136 | Oral/Interpersonal Communication # or Speech # | 3 cr.
10809198 | Introduction to Psychology # | 3 cr.

CERTIFICATE REQUIREMENTS 18 cr.
* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
# See pages 40-42 for course descriptions.

Course Descriptions

10196190 Leadership Development - Credits: 3
In Leadership Development, the learner applies the skills and tools necessary to fulfill his/her role as a modern leader. Each learner will demonstrate the application of evaluating leadership effectiveness and organization requirements, individual and group development strategies, implementing mission and goals, ethical behavior, personal leadership style and adaptation, impacts of power, facilitating employee development, coaching, managing change, and effective conflict resolution.

10196191 Supervision - Credits: 3
In Supervision, the learner applies the skills and tools necessary to perform the functions of a frontline leader. Each learner will demonstrate the application of strategies and transition to a contemporary supervisory role including day-to-day operations, analysis, delegation, controlling, staffing, leadership, problem solving, team skills, motivation, and training.

10196108 Customer Service - Credits: 1
This course examines customer service as it relates to organizational quality. It addresses service models for internal and external customers, systems and strategies applied to customer service, and skills and techniques for gathering customer feedback and handling complaints.

10196134 Legal Issues for Supervisors - Credits: 3
Provides an overview of the general legal responsibilities of an organization. Analyzes the current employment laws in the U.S. and their impact on employer/employees. Examines the supervisor's role in dealing with harassment in the workplace. Compares how appeals can be addressed in both union and nonunion environment.

10196136 Safety in the Workplace - Credits: 3
An introduction to safety and loss prevention in the workplace with an emphasis on the supervisor's responsibility for maintaining a safe productive environment. Students will study safety concepts, hazard controls, developing safety and health programs, and federal- and state-mandated regulations.

10196138 Conflict Resolution and Confrontation Skills - Credits: 1
In Conflict Resolution and Confrontation Skills, the learner applies the skills and tools necessary to deal with conflict and confrontation in the workplace. The learner will identify the major causes of conflict, develop a working plan of action to confront difficult situations, and establish guidelines for gaining resolution to difficult situations. The learner will build greater personal skill and confidence in their ability to deal with conflict in their personal and professional life.

10196137 Management of Safety - Credits: 3
This course is dedicated to the management of safety issues in organizations. Safety has become an important part of every business operation. We will define, study, and practice the concepts of risk management and loss control management. General topics will include all liabilities of business, disaster and recovery issues, security concerns, outside contractor matters, OIT and vehicle regulations, workmen's compensation, business site evaluation of needs, and more. The Management of Safety course ties all aspects of the Safety certificate program together. Students enrolling in this course should have at least two years of prior work experience and basic working knowledge of a safety program or the approval of the instructor.

10196139 OSHA General Standards - Credits: 2
This course is designed for students to examine and gain working knowledge of the major OSHA Industrial Safety standards and paperwork process. Students will review, discuss and develop plans of action to implement OSHA requirements in the workplace.

10196145 Contemporary Business for Supervisors - Credits: 2
In this course, you will review how the basic management styles affect the people, processes, and profitability of a business. You will also learn how to balance the organization's needs for profits with employees' basic needs within a global context. You will review and study the basic concepts and the supervisor's role regarding returns on investment, return on equity, profit centers, financial statements, and overall departmental operations.

10196157 Strategic Planning - Credits: 1
Analyze current business strategy, recognize trends, develop vision and mission statements, identify benchmarks, measure business against benchmarks, recommend future directions.

10196164 Personal Skills for Supervisors - Credits: 3
In Personal Skills for Supervisors, the learner applies the skills and tools necessary to deal with the time management, stress, and related challenges to a supervisor. Each learner will demonstrate the application of time management techniques, personal planning, continuous learning, valuing rights and responsibilities of others, effective communication, assertiveness, and dealing effectively with stress.

10196168 Organizational Development - Credits: 3
In Organizational Development, the learner applies the skills and tools necessary to effectively deal with organization behavior and change. Each learner will demonstrate the application of the impacts of globalization on an organization, dealing with organization culture, dealing with change and future challenges affecting the total organization, organization decision making, vision, goals, performance management and planning, and the role of organization structure.

10196188 Project Management - Credits: 3
In Project Management, the learner applies the skills and tools necessary to design, implement, and evaluate formal projects. Each learner will demonstrate the application of the role of project management, developing a project proposal, use of relevant software, working with project teams, sequencing tasks, charting progress, dealing with variations, budgets and resources, implementation, and assessment.

10196189 Team Building and Problem Solving - Credits: 3
In Team Building and Problem Solving, the learner applies the skills and tools necessary to facilitate problem solving in a team environment. Each learner will demonstrate the application of the benefits and challenges of group work, necessary roles in a team, stages of team development, different approaches to problem solving, consensus, systematic process of problem definition, data acquisition, analysis, developing alternative solutions, solution implementation, evaluation, and documentation.

10196192 Managing for Quality - Credits: 3
In Managing for Quality, the learner applies the skills and tools necessary to implement and maintain a continuous improvement environment. Each learner will demonstrate the application of a personal philosophy of quality, identifying all stakeholder relationships, meeting/exceeding customer expectations, a system-focused approach, using appropriate models and tools, managing a quality improvement project, and measuring effectiveness of continuous improvement activities.

10196199 Ethics in Business - Credits: 3
This course will focus on business practices from an ethical point of view. The student will examine such topics as morality/ethical theory, utilitarianism, Kantian ethics, justice and the market system, whistle blowing, trade secrets/conflict of interest, privacy, advertising, product safety, corporate social responsibility, international business.
Leadership Development Pathway

You could take this first and get a credential.

**Leadership Essentials**
- Technical Diploma
- 12 Credits / Less than 1 Year

**Potential Careers**
- Office Coordinator, Office Supervisor, Customer Service Specialist, Group Coordinator, Manufacturing Lead

Continue your education to obtain an associate degree.

**Leadership Development**
- Associate Degree
- 60 Credits / 2 Years Full Time; Part Time Options Available

**Potential Careers**
- Supervisor, Coach, Manager, Team Leader, Group Leader, Department Head, Mentor

**Range of Yearly Salary**
- $29,118-$62,395 Annually

Continue your education to obtain a bachelor’s degree.

**BEYOND WITC**

**Bachelor’s Degree**
- Cardinal Stritch University+
- Lakeland University
- Northland College
- UW Oshkosh
- UW Stout
- UM Crookston+

**Important Notes on Transferring:**
- Check out witc.edu/transfer for details on specific agreements listed
- The colleges listed have developed a Technical Diploma/Associate Degree to Bachelor Degree Articulation Agreement with WITC
- +These colleges have developed an agreement directly related to the Leadership Development program
- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities
- Transferology, www.transferology.com, or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process.
Leadership Development
10-196-1 Associate Degree (two-year)

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*
Outreach Centers: Hayward*, Ladysmith*
*Combination of Online, Your Choice, In person, or ITV (Interactive Television) instruction

Program Overview
Leadership Development is designed for people who aspire or plan to be managers, leaders or supervisors in the business and professional world. The program provides you with the skills to deal with the everyday management processes of developing employees into high performing, cross-functional and interactive work teams.

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Complete admissions meeting with a WITC counselor

Program Outcomes
Leadership Development graduates will be able to:
• Utilize quality strategies and tactics
• Apply effective leadership skills
• Apply Human Resource policies and procedures
• Perform supervisory management functions to achieve organizational objectives

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Supervisor
• Manager
• Team Leader
• Group Leader
• Department Head
• Coach
• Mentor

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10101176</td>
<td>Financial Accounting 1A</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10103106</td>
<td>MS PowerPoint</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103146</td>
<td>MS Word A</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103151</td>
<td>MS Excel A</td>
<td>1 cr.</td>
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<tr>
<td>10105123</td>
<td>Business Skills</td>
<td>1 cr.</td>
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<tr>
<td>10116100</td>
<td>Human Resource Management</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196108</td>
<td>Customer Service</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10196134</td>
<td>Legal Issues for Supervisors</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196136</td>
<td>Safety in the Workplace</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196138</td>
<td>Conflict Resolution and Confrontation Skills</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10196145</td>
<td>Contemporary Business for Supervisors</td>
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<tr>
<td>10196164</td>
<td>Personal Skills for Supervisors</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196168</td>
<td>Organizational Development</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196170</td>
<td>Applied Supervision</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10196188</td>
<td>Project Management</td>
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<tr>
<td>10196189</td>
<td>Team Building and Problem Solving</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196190</td>
<td>Leadership Development</td>
<td>3 cr.</td>
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<tr>
<td>10196191</td>
<td>Supervision</td>
<td>3 cr.</td>
</tr>
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<td>10196192</td>
<td>Managing for Quality</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10801136</td>
<td>English Composition 1</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10801198</td>
<td>Speech or Oral/Interpersonal Communication</td>
<td>3 cr.</td>
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<tr>
<td>10804123</td>
<td>Math with Business Applications</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809195</td>
<td>Economics</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809122</td>
<td>Introduction to American Government or Development</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809196</td>
<td>Introduction to Sociology</td>
<td>3 cr.</td>
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<tr>
<td>10809188</td>
<td>Developmental Psychology or</td>
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</table>

TOTAL PROGRAM REQUIREMENTS 60 cr.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>11</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of responses</td>
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</tr>
<tr>
<td>Number available for employment</td>
<td>9</td>
</tr>
<tr>
<td>Number employed</td>
<td>9</td>
</tr>
<tr>
<td>Percent employed</td>
<td>100%</td>
</tr>
<tr>
<td>Employed in related field</td>
<td>4</td>
</tr>
</tbody>
</table>

% employed in WITC district 50%
Range of yearly salary $29,118-$62,395
Average yearly salary $48,097

2019/2020
Leadership Essentials
30-196-6 Technical Diploma (less than one-year)

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*
Outreach Centers: Hayward*, Ladysmith*
*Combination of Online, Your Choice, In person, or ITV (Interactive Television) instruction

Program Overview
A series of courses to assist you in developing the skills of current and future supervisors to lead today’s workforce. Leadership Essentials focuses on leading people within an organization toward strategic goals, through corporate changes, or in directing processes and procedures.

How to Apply
Complete the online application or contact Student Services. When completing an online application, select the Leadership Essentials program from the program of choice dropdown list.

Program Outcomes
Leadership Essentials graduates will be able to:
- Perform leadership functions to achieve organizational objectives
- Facilitate effective employee relations
- Select appropriate communication strategy to fit the situation

Career Outlook
Typical positions available after graduation include:
- Office Coordinator
- Office Supervisor
- Customer Service Specialist
- Group Coordinator
- Manufacturing Lead

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10196164</td>
<td>Personal Skills for Supervisors</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196189</td>
<td>Team Building and Problem Solving</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196190</td>
<td>Leadership Development</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196191</td>
<td>Supervision</td>
<td>3 cr.</td>
</tr>
</tbody>
</table>

Program Requirements 12 cr.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number employed</td>
<td>2</td>
</tr>
<tr>
<td>% employed in WITC district</td>
<td>100%</td>
</tr>
<tr>
<td>Range of yearly salary</td>
<td>$53,000-$67,000*</td>
</tr>
<tr>
<td>Average yearly salary</td>
<td>$48,097*</td>
</tr>
</tbody>
</table>

*Range of yearly salary and average yearly salary based on composite from Wisconsin’s 16 technical college districts (WTCS) which may or may not include WITC graduates.
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

10101176 Financial Accounting 1A - Credits: 2
This is a basic accounting course for non-accounting program students. The scope of study focuses on an introduction to business and accounting, analyzing and recording accounting transactions, performing the adjusting process, and completing the accounting cycle. Understanding is based both on theory and application.

10103106 MS PowerPoint - Credits: 1
A complete presentation graphics course that allows you to produce professional-looking presentations. It gives you the flexibility to make informal presentations using overhead transparencies, electronic presentations, formal presentations using 35mm slides, or virtual presentations. Additionally, you can create paper handouts, outlines, speaker notes, and audience handouts.

10103146 MS Word A - Credits: 1
Students will learn word processing using MS Word. Credits: 1. Activities will include creating, editing, saving, formatting, printing, and other basic MS Word features.

10103151 MS Excel A - Credits: 1
Students will learn to use MS Excel. Credits: 1. Activities will include creating, editing, saving, formatting, printing, performing calculations, and enhancing worksheets through charts.

10105123 Business Skills - Credits: 1
Upon completion of this course learners will be able to use technology-driven modes of communication; apply organizational techniques, and manage electronic files; explain how they are personally responsible for their own success; and apply spreadsheet calculators and managing knowledge in a variety of business-related scenarios.

10116100 Human Resource Management - Credits: 3
In Human Resource Management, the learner applies the skills and tools necessary to effectively value and apply employees' abilities and needs to organization goals. Each learner will demonstrate the application of the supervisor's role in contemporary human resources management, impacts of EEOC, writing job descriptions, recruitment, selection, conducting job interviews, orientation, developing policies and procedures, training, performance management, employee counseling and development, and effective use of compensation and benefit strategies. It is recommended that the learner have experience using a PC/MAC, using the MS Windows operating systems and software suite, browsing Web pages, downloading files, using e-mail, and exchanging files prior to enrolling in this course.

10196108 Customer Service - Credits: 1
This course examines customer service as it relates to organizational quality. It addresses service models for internal and external customers, systems and strategies applied to customer service, and tools and techniques for gathering customer feedback and handling complaints.

10196134 Legal Issues for Supervisors - Credits: 3
Provides an overview of the legal responsibilities of an organization. Analyzes the current employment laws in the U.S. and their impact on employer/employee. Examines the supervisor's role in dealing with harassment in the workplace. Compares how appeals can be addressed in both union and nonunion environment.

10196136 Safety in the Workplace - Credits: 3
An introduction to safety and loss prevention in the workplace with an emphasis on the supervisor's responsibility for maintaining a safe, productive environment. Supervisors will study safety concepts, hazard controls, developing safety and health programs, and federal- and state-mandated regulations.

10196138 Conflict Resolution and Confrontation Skills - Credits: 1
In Conflict Resolution and Confrontation Skills the learner applies the skills and tools necessary to deal with conflict and confrontation in the workplace. The learner will identify the major causes of conflict, develop a working plan of action to confront difficult situations, and establish guidelines for gaining resolution to difficult situations. The learner will build greater personal skill and confidence in their ability to deal with conflict in their personal and professional life.

10196145 Contemporary Business for Supervisors - Credits: 2
In this course, you will review how the basic management styles affect the people, processes, and profitability of a business. You will also learn how to balance the organization's needs for profits with employees' basic needs within a global context. You will review and study the basic concepts and the supervisor's role regarding return on investment, return on equity, profit centers, financial statements, and overall departmental operations.

10196164 Personal Skills for Supervisors - Credits: 3
In Personal Skills for Supervisors, the learner applies the skills and tools necessary to deal with the time management, stress, and related challenges to a supervisor. Each learner will demonstrate the application of time management techniques, personal planning, continuous learning, valuing rights and responsibilities of others, effective communication, assertiveness, and dealing effectively with stress.

10196168 Organizational Development - Credits: 3
In Organizational Development, the learner applies the skills and tools necessary to effectively deal with organization behavior and change. Each learner will demonstrate the application of the impacts of globalization on an organization, dealing with organization culture, dealing with change and future challenges affecting the total organization, organization decision making, vision, goals, performance management and planning, and the role of organization structure.

10196170 Applied Supervision - Credits: 2
This course emphasizes application of advanced principles of supervision and project management. These principles include planning and organizing; implementation and control; and assessment. Learners are provided the opportunity to design and complete supervisory projects. Beginning with the fundamentals and extending to application, this course allows learners to undertake improvement projects within their workplace. PREREQUISITE: Students must be enrolled in the Leadership Development program and have completed 40 credits.

10196188 Project Management - Credits: 3
In Project Management, the learner applies the skills and tools necessary to design, implement, and evaluate formal projects. Each learner will demonstrate the application of the role of project management, developing a project proposal, use of relevant software, working with project teams, sequencing tasks, charting progress, dealing with variations, budgets and resources, implementation, and assessment.

10196189 Team Building and Problem Solving - Credits: 3
In Team Building and Problem Solving, the learner applies the skills and tools necessary to facilitate problem solving in a team environment. Each learner will demonstrate the application of the benefits and challenges of group work, necessary roles in a team, stages of team development, different approaches to problem solving, consensus, systematic process of problem definition, data acquisition, analysis, developing alternative solutions, solution implementation, evaluation, and documentation.

10196190 Leadership Development - Credits: 3
In Leadership Development, the learner applies the skills and tools necessary to fulfill his/her role as a modern leader. Each learner will demonstrate the application of evaluating leadership effectiveness and organization requirements, individual and group motivation strategies, implementing mission and goals, ethical behavior, personal leadership style and adaptation, impacts of power, facilitating employee development, coaching, managing change, and effective conflict resolution.

10196191 Supervision - Credits: 3
In Supervision, the learner applies the skills and tools necessary to perform the functions of a frontline leader. Each learner will demonstrate the application of strategies and transition to a contemporary supervisory role including day-to-day operations, analysis, delegation, controlling, staffing, leadership, problem solving, team skills, motivation, and training.

10196192 Managing for Quality - Credits: 3
In Managing for Quality, the learner applies the skills and tools necessary to implement and maintain a continuous improvement environment. Each learner will demonstrate the application of a personal philosophy of quality, identifying all stakeholder relationships, meeting/exceeding customer expectations, a system-focused approach, using appropriate models and tools, managing a quality improvement project, and measuring effectiveness of continuous improvement activities.
Management Certificate
17-196-9 Technical Certificate

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*
Outreach Center: Hayward*, Ladysmith*
*Combination of Online, Your Choice, In-Person, and ITV (Interactive Television) instruction

Overview
The Management Certificate is a series of courses to develop the practical skills for dealing with the day-to-day management of a business or organization.

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10116105</td>
<td>Employee Relations and Labor Law *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10116100</td>
<td>Human Resource Management</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196136</td>
<td>Safety in the Workplace</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196192</td>
<td>Managing for Quality</td>
<td>3 cr.</td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>11 cr.</strong></td>
</tr>
</tbody>
</table>

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.

Career Outlook
Managers are found in every field – manufacturing, food service, banking, retail, and education. The management positions can range from front-line supervisors to upper-level managers and executives. The need to fill management positions will continue to grow as organizations continue to look for employees who can work well with others, inspire those around them, and develop human resources.

Related Programs
• Leadership Development
• Human Resource Management

Course Descriptions

10116100 Human Resource Management - Credits: 3
In Human Resource Management, the learner applies the skills and tools necessary to effectively value and apply employees’ abilities and needs to organization goals. Each learner will demonstrate the application of the supervisor’s role in contemporary human resources management, impacts of EEOC, writing job descriptions, recruitment, selection, conducting job interviews, orientation, developing policies and procedures, training, performance management, employee counseling and development, and effective use of compensation and benefit strategies. It is recommended that the learner have experience using a PC/MAC, using the MS Windows operating system and software suite, browsing Web pages, downloading files, using e-mail, and exchanging files prior to enrolling in this course.

10116105 Employee Relations and Labor Law - Credits: 2
The course provides students with both the common and complex issues related to human behavior in the workplace as it relates to employee relations, state and federal mandates and laws. In-depth examination of relationships among workers, management, laws and government are the major focus of this course. PREREQUISITE: 10116100 Human Resource Management.

10196136 Safety in the Workplace - Credits: 3
An introduction to safety and loss prevention in the workplace with an emphasis on the supervisor’s responsibility for maintaining a safe, productive environment. Students will study safety concepts, hazard controls, developing safety and health programs, and federal- and state-mandated regulations.

10196192 Managing for Quality - Credits: 3
In Managing for Quality, the learner applies the skills and tools necessary to implement and maintain a continuous improvement environment. Each learner will demonstrate the application of a personal philosophy of quality, identifying all stakeholder relationships, meeting/exceeding customer expectations, a system-focused approach, using appropriate models and tools, managing a quality improvement project, and measuring effectiveness of continuous improvement activities.
### Nonprofit Leadership Pathway

**You could take this first and get a credential.**

<table>
<thead>
<tr>
<th>Nonprofit Essentials</th>
<th>Potential Careers</th>
<th>Leadership Essentials</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Pathway Certificate</strong></td>
<td>Fundraising Coordinator, Development Coordinator, Youth Worker, Youth Specialist</td>
<td><strong>Technical Diploma</strong></td>
<td>Office Coordinator, Office Supervisor, Customer Service Specialist, Group Coordinator, Manufacturing Lead</td>
</tr>
<tr>
<td><strong>15 Credits / Less than 1 Year</strong></td>
<td></td>
<td><strong>12 Credits / Less than 1 Year</strong></td>
<td></td>
</tr>
</tbody>
</table>

### Continue your education to obtain this technical diploma.

**Nonprofit Professional**

- Technical Diploma
- **30 Credits / 1 Year**

**Potential Careers**

- Fundraising Coordinator, Relationship Manager, Marketing Communications Associate, Program Manager

### Continue your education to obtain an associate degree.

**Nonprofit Leadership**

- **Associate Degree**
- **60 Credits | 2 Years Full-Time; Part Time Options Available**

**Potential Careers**

- Program Coordinator, Marketing and Communications Coordinator, Volunteer Coordinator, Director of Programs

### Continue your education to obtain a bachelor’s degree.

**BEYOND WITC**

**Bachelor’s Degree**

- Lakeland University
- Northland College
- UW Stout

**Important Notes on Transferring:**

- Check out [witc.edu/transfer](http://witc.edu/transfer) for details on specific agreements listed
- The colleges listed have developed a Technical Diploma/Associate Degree to Bachelor Degree Articulation Agreement with WITC
- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities
- Transferology, [www.transferology.com](http://www.transferology.com), or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process
Nonprofit Leadership
10-196-6 Associate Degree (two-year)

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*, Online
*Combination of Online or Your Choice instruction

Program Overview
As a student, you will explore the role of nonprofit organizations, developing volunteer and board relationships, coordinating grant and fundraising strategies, and managing fiscal resources. Graduates of this program could seek employment with government social services, YMCAs, assisted living centers, hospice, home care agencies, clinics, hospitals, Headstart and other childcare programs, domestic abuse and homeless shelters, and police, fire and EMS volunteer programs.

Special Feature
This is a unique program in the state

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Complete admissions meeting with a WITC counselor

Program Outcomes
Nonprofit Leadership graduates will be able to:
• Apply sound decision-making about fiscal and financial resources
• Create individual professional development plans to meet organizational goals
• Facilitate effective employee relations
• Cultivate professional relationships to build community, Board, and volunteer resources
• Select appropriate communication strategy to fit the situation
• Explore the principles and concepts of nonprofit leadership
• Examine various grant and fundraising strategies commonly used in the non-profit sector
• Plan, organize, and evaluate nonprofit organizations based on its mission, vision, and goals

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Program Coordinator
• Marketing and Communications Coordinator
• Volunteer Coordinator
• Director of Programs

Graduate Employment Information
Nonprofit Leadership is a new WITC program. No graduate follow-up information is currently available.

Curriculum
Number Course Title Credits (cr.)

Technical Studies Courses
10101113 Budgeting and Cost Control* 2 cr.
10101776 Financial Accounting 1A 2 cr.
10104189 Social Media Marketing 3 cr.
10116000 Human Resource Management or 3 cr.
10104198 Managing Human Resources 3 cr.
10116104 Recruitment and Selection * 3 cr.
10196123 Grant Writing and Management 2 cr.
10196127 Fundraising and Event Planning 3 cr.
10196131 Fundamentals of Nonprofit Management 3 cr.
10196138 Conflict Resolution and Confrontation Skills 1 cr.
10196149 Dynamics of Board Relations 1 cr.
10196157 Strategic Planning 1 cr.
10196158 Managing Volunteers 2 cr.
10196159 Nonprofit Field Experience 1 cr.
10196164 Personal Skills for Supervisors 3 cr.
10196189 Team Building and Problem Solving 3 cr.
10196190 Leadership Development 3 cr.
10196191 Supervision 3 cr.
10520123 Ethics in Human Services 3 cr.
Technical Studies Total 42 cr.

General Studies Courses **
10801136 English Composition 1 3 cr.
10801198 Speech 3 cr.
10804123 Math with Business Applications or 3 cr.
10804134 Mathematical Reasoning or 3 cr.
10804189 Introductory Statistics or 3 cr.
10806112 Principles of Sustainability or 3 cr.
10806177 General Anatomy and Physiology or 3 cr.
10806198 Human Biology 3-4 cr.
10809172 Introduction to Diversity Studies 3 cr.
10809198 Introduction to Psychology 3 cr.
General Studies Total 15-16 cr.

ELECTIVES 3 cr.

TOTAL PROGRAM REQUIREMENTS 60 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.
Nonprofit Professional
31-196-3 Technical Diploma (one-year)
Financial Aid Eligible

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*, Online
*Combination of Online or Your Choice instruction

Program Overview
As a student in the Nonprofit Professional embedded technical diploma program, you will explore the role of nonprofit organizations, develop volunteer and board relationships, explore grant and fundraising strategies, learn how to manage and control budgets, and communicate effectively. Graduates of this program can find employment with assisted living centers, hospice and home care agencies, hospitals, YMCAs, childcare programs, domestic abuse and homeless shelters, and many more nonprofit organizations, both locally and nationally.

Special Feature
This is a unique program in the state

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Review and Sign Gainful Employment Disclosure
• Complete admissions meeting with a WITC counselor

Program Outcomes
Nonprofit Professional graduates will be able to:
• Cultivate professional relationships to build community, Board, and volunteer resources
• Select appropriate communication strategy to fit the situation
• Explore the principles and concepts of nonprofit leadership
• Examine various grant and fundraising strategies commonly used in the non-profit sector
• Plan, organize, and evaluate nonprofit organizations based on its mission, vision, and goals

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Fundraising Coordinator
• Relationship Manager
• Marketing Communications Associate
• Program Manager

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
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<tbody>
<tr>
<td>10101138</td>
<td>Budgeting and Cost Control*</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10101176</td>
<td>Financial Accounting 1A</td>
<td>2 cr.</td>
</tr>
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<td>10104189</td>
<td>Social Media Marketing</td>
<td>3 cr.</td>
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<tr>
<td>10196123</td>
<td>Grant Writing and Management</td>
<td>2 cr.</td>
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<tr>
<td>10196127</td>
<td>Fundraising and Event Planning</td>
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</tr>
<tr>
<td>10196131</td>
<td>Fundamentals of Nonprofit Management</td>
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<td>Conflict Resolution and Confrontation Skills</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10196149</td>
<td>Dynamics of Board Relations</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10196157</td>
<td>Strategic Planning</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10196158</td>
<td>Managing Volunteers</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10196159</td>
<td>Nonprofit Field Experience</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10520103</td>
<td>Ethics in Human Services</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10801136</td>
<td>English Composition 1</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10801198</td>
<td>Speech</td>
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</table>

TOTAL PROGRAM REQUIREMENTS
30 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/nonprofit-professional/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
Nonprofit Professional is a new WITC program. No graduate follow-up information is currently available.
Nonprofit Essentials
61-196-6 Pathway Certificate

Campuses: Online

Program Overview
As a student in the Nonprofit Essentials career pathway program, you will explore the role of nonprofit organizations, develop volunteer and Board relationships, and coordinate grant and fundraising strategies. Graduates of this certificate can find work with assisted living centers, hospice and home care agencies, childcare programs, domestic abuse and homeless shelters, and many more nonprofit organizations, both locally and nationally.

Special Feature
This is a unique program in the state

How to Apply
Complete the online application or contact Student Services. When completing an online application, select the Nonprofit Essentials program from the program of choice drop-down list.

Program Outcomes
The Nonprofit Essentials Certificate will prepare you to:
• Explore the principles and concepts of nonprofit leadership
• Examine various grant and fundraising strategies commonly used in the nonprofit sector
• Plan, organize, and evaluate non-profit organizations based on its mission, vision, and goals

Career Outlook
Typical positions available upon completion include:
• Fundraising Coordinator
• Development Coordinator
• Youth Worker
• Youth Specialist

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10104189</td>
<td>Social Media Marketing</td>
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<tr>
<td>10196123</td>
<td>Grant Writing and Management</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10196127</td>
<td>Fundraising and Event Planning</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196131</td>
<td>Fundamentals of Nonprofit Management</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196149</td>
<td>Dynamics of Board Relations</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10196158</td>
<td>Managing Volunteers</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10196159</td>
<td>Nonprofit Field Experience</td>
<td>1 cr.</td>
</tr>
</tbody>
</table>

TOTAL CERTIFICATE REQUIREMENTS 15 cr.
Leadership Essentials
30-196-6 Technical Diploma (less than one-year)

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*
Outreach Centers: Hayward*, Ladysmith*
*Combination of Online, Your Choice, In person, or ITV (Interactive Television) instruction

Program Overview
A series of courses to assist you in developing the skills of current and future supervisors to lead today's workforce. Leadership Essentials focuses on leading people within an organization toward strategic goals, through corporate changes, or in directing processes and procedures.

How to Apply
Complete the online application or contact Student Services. When completing an online application, select the Leadership Essentials program from the program of choice dropdown list.

Program Outcomes
Leadership Essentials graduates will be able to:
• Perform leadership functions to achieve organizational objectives
• Facilitate effective employee relations
• Select appropriate communication strategy to fit the situation

Career Outlook
Typical positions available after graduation include:
• Office Coordinator
• Office Supervisor
• Customer Service Specialist
• Group Coordinator
• Manufacturing Lead

Curriculum
<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
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</thead>
<tbody>
<tr>
<td>10196164</td>
<td>Personal Skills for Supervisors</td>
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</tr>
<tr>
<td>10196189</td>
<td>Team Building and Problem Solving</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196190</td>
<td>Leadership Development</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196191</td>
<td>Supervision</td>
<td>3 cr.</td>
</tr>
</tbody>
</table>

PROGRAM REQUIREMENTS 12 cr.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)
Number of graduates 3
Number of responses 3
Number available for employment 2
Number employed 2
Percent employed 100%
Employed in related field 1
% employed in WITC district 100%
Range of yearly salary $53,000-$67,000*
Average yearly salary $48,097*

*Range of yearly salary and average yearly salary based on composite from Wisconsin’s 16 technical college districts (WTCS) which may or may not include WITC graduates.
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

10101138 Budgeting and Cost Control - Credits: 2
By using the tools and techniques learned in the class, students will understand how to use financial information to manage a business, make better financial decisions, increase business profitability, and improve cash flow. With a detailed review of what the numbers in the financial statements represent and how managers and owners use that information to be more successful in controlling and growing their business operations, students will learn how to use financial information to build an effective and realistic budget that can be used to control costs, improve profits and gain a competitive advantage.
PREREQUISITE: 10101101 Financial Accounting 1 or 10101176 Financial Accounting 1A.

10101176 Financial Accounting 1A - Credits: 2
This is a basic accounting course for non-accounting program students. The scope of study focuses on an introduction to business and accounting, analyzing and recording accounting transactions, performing the adjusting process, and completing the accounting cycle. Understanding is based both on theory and application.

10104189 Social Media Marketing - Credits: 3
This course follows social media’s transformation of advertising from a mass medium to one-to-one communication with immediate feedback. Social media’s use for public relations and advertising as well as how to create and deploy a social media campaign will be the main focus of the course. The history and development of social media platforms will be examined as well as today’s ethical and legal implications of social media efforts.

10116100 Human Resource Management - Credits: 3
In Human Resource Management, the learner applies the skills and tools necessary to effectively value and apply employees' abilities and needs to organizational goals. Each learner will demonstrate the application of the supervisor’s role in contemporary human resources management, impacts of EEOC, writing job descriptions, recruitment, selection, conducting job interviews, orientation, developing policies and procedures, training, performance management, employee counseling and development, and effective use of compensation and benefit strategies. It is recommended that the learner have experience using a PC/MAC, using the MS Windows operating systems and software suite, browsing Web pages, downloading files, using e-mail, and exchanging files prior to enrolling in this course.

10104198 Managing Human Resources - Credits: 3
Introduces the functions of Human Resource Management in the legal and social context of today’s dynamic business environment. Topics include human resource development, employee selection, performance, appraisal, compensation, training, labor relations, affirmative action, and career management.

10116104 Recruitment and Selection - Credits: 3
Getting the right employees in the right job is really an art. Learn the methods of recruitment used to attract employees to your organization. Once recruitment takes place, then selection of the most suitable candidate for an opening takes place. This process is highly governed by state and federal law which must be learned and used as the basis for lawful selection of employees. PREREQUISITE: 10116100 Human Resource Management.

10196123 Grant Writing and Management - Credits: 2
An introductory course designed to familiarize students to the language of grants. Specific topics include proposal development, funding sources and processes, writing grant proposals, creating budget, developing effective evaluation tools, and managing grant funds.

10196127 Fundraising and Event Planning - Credits: 3
In this course students will deepen their understanding of raising funds in the nonprofit sector. Students learn about event planning and budgeting, income projections and ticketing, marketing outreach, food and beverage, and logistics management. Students will also categorize the various types of strategic tools currently used in conjunction with social media to increase fundraising campaigns.

10196131 Fundamentals of Nonprofit Management - Credits: 3
An introductory course aimed at providing an overview of the essential functions of a nonprofit organization. In this course students are introduced to the fundamentals of effective mission and vision statements, strategic planning, operations management, Board development, and budgeting.

10196138 Conflict Resolution and Confrontation Skills - Credits: 1
In Conflict Resolution and Confrontation Skills the learner applies the skills and tools necessary to deal with conflict and confrontation in the workplace. The learner will identify the major causes of conflict, develop a working plan of action to confront difficult situations, and establish guidelines for gaining resolution to difficult situations. The learner will build greater personal skill and confidence in their ability to deal with conflict in their personal and professional life.

10196149 Dynamics of Board Relations - Credits: 1
Analyze current business strategy, recognize trends, develop vision and mission statements, identify benchmarks, measure business against benchmarks, recommend future directions.

10196157 Strategic Planning - Credits: 1
Analyze current business strategy, recognize trends, develop vision and mission statements, identify benchmarks, measure business against benchmarks, recommend future directions.

10196158 Managing Volunteers - Credits: 2
Successful management of volunteers is critical to a nonprofit organization. This investigative course is intended to prepare students to assume roles as volunteer program leaders and managers, or to improve their skills in existing roles with volunteer organizations. The fundamental design of the course is based on learning through critical thought in and about leadership and management roles with volunteers.

10196159 Nonprofit Field Experience - Credits: 1
This course is designed to provide students with a hands-on experience to practice the tasks and duties typically performed in a nonprofit organization. PREREQUISITE/Corequisite: a minimum of 7 credits of the following courses: 10196123 Grant Writing and Management, 10196127 Fundraising and Event Planning. 10196131 Fundamentals of Nonprofit Management, 10196149 Dynamics of Board Relations, or 10196158 Managing Volunteers.

10196164 Personal Skills for Supervisors - Credits: 3
In Personal Skills for Supervisors, the learner applies the skills and tools necessary to deal with the time management, stress, and related challenges to a supervisor. Each learner will demonstrate the application of time management techniques, personal planning, continuous learning, valuing rights and responsibilities of others, effective communication, assertiveness, and dealing effectively with stress.

10196189 Team Building and Problem Solving - Credits: 3
In Team Building and Problem Solving, the learner applies the skills and tools necessary to facilitate problem solving in a team environment. Each learner will demonstrate the application of the benefits and challenges of group work, necessary roles in a team, stages of team development, different approaches to problem solving, consensus, systematic process of problem definition, data acquisition, analysis, developing alternative solutions, solution implementation, evaluation, and documentation.

10196190 Leadership Development - Credits: 3
In Leadership Development, the learner applies the skills and tools necessary to fulfill his/her role as a modern leader. Each learner will demonstrate the application of evaluating leadership effectiveness and organization requirements, individual and group motivation strategies, implementing mission and goals, ethical behavior, personal leadership style and adaptation, impacts of power, facilitating employee development, coaching, managing change, and effective conflict resolution.

10196191 Supervision - Credits: 3
In Supervision, the learner applies the skills and tools necessary to perform the functions of a frontline leader. Each learner will demonstrate the application of strategies and transition to a contemporary supervisory role including day-to-day operations, analysis, delegation, controlling, staffing, leadership, problem solving, team skills, motivation, and training.

10521013 Ethics in Human Services - Credits: 3
This course explores the ethical, legal, and professional issues facing the human services worker. It is designed to teach a process of ethical decision-making and to increase awareness of the complexities in practice. Students are introduced to the current state and federal statutes, regulations, and judicial decisions that govern the professional practice in human services. Standards, code of ethics, clients' rights, and confidentiality are emphasized.

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Education and Training

Early Childhood Education ............................. 118
E-CHILD ......................................................... 119
E-Connect - Child Care Services ......................... 120
Professional Credential for Preschool Teachers (WI) .... 121
Professional Credential for Infants/Toddlers (WI) .......... 122
### Early Childhood Education Pathway

**You could take this first and get a credential.**

**Professional Credential for Preschool Teachers (Wisconsin)**

- **Technical Certificate**
  - 18 Credits / 2 Semesters Part Time

**Potential Careers**
- Child Care Teacher, Assistant Child Care Teacher, Family Child Care Provider

**Continue your education to obtain this technical diploma.**

**E-Connect-Child Care Services**

- **Technical Diploma**
  - 27 Credits / 1 Year / 2 Semesters Full Time; Part Time Option Available

**Potential Careers**
- Child Care Teacher, Child Care Assistant Teacher, Family Child Care Provider, Infant or Toddler Caregiver, In-home Nanny, Early Childhood Special Needs Assistant, Public School Teacher Aide/Assistant

**Range of Yearly Salary**
- $15,924-$36,000 annually

**Continue your education to obtain an associate degree.**

**Early Childhood Education/E-CHiLD**

- **Associate Degree**
  - 60 Credits / Associate Degree - 2 Year

**Potential Careers**
- Preschool Teacher, Child Care Teacher, Family Child Care Provider, Infant or Toddler Caregiver, In-home Nanny, Early Childhood Special Needs Assistant, Program Director / Administrator, Public School Teacher Aide / Assistant, Head Start Assistant

**Range of Yearly Salary**
- $15,000-$35,357 annually

**Continue your education to obtain a bachelor’s degree.**

**BEYOND WITC**

**Bachelor’s Degree**

Cardinal Stritch University+ | Concordia University+ | Lakeland University+ | Northland College+ | UW La Crosse+
UW Oshkosh+ | UW Milwaukee+ | UW Parkside+ | UW River Falls+ | UW Stevens Point+ | UW Stout+ | UW Superior+ | UW Whitewater+

**Important Notes on Transferring:**
- Check out [witc.edu/transfer](http://witc.edu/transfer) for details on specific agreements listed
- The colleges listed have developed a Technical Diploma/Associate Degree to Bachelor Degree Articulation Agreement with WITC
- These colleges have developed an agreement directly related to the Early Childhood Education Program and/or similar programs such as Elementary Education and Human Development & Family Studies
- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities
- Transferology, [www.transferology.com](http://www.transferology.com), or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process
Early Childhood Education
10-307-1  Associate Degree (two-year)

Campuses: New Richmond, Rice Lake, Superior

Program Overview
The Early Childhood Education program will prepare you to work as a teacher or caregiver in an early childhood setting. You will have the opportunity to combine hands-on learning and student teaching experiences in community-based early childhood settings with related academic work at the college. As a student, you’ll take a variety of courses related to early childhood development, curriculum, behavior guidance and working with families that will prepare you for success in this high-demand field. Graduates of this program will be recognized as Wisconsin Registry Level 12.

Special Features
Earn an Early Childhood Education degree in two years or less through online, daytime or evening classes.

General Studies courses are offered in a variety of delivery methods including in-person, online, or ITV (Interactive Television).

Agreements between the Wisconsin Technical College System (WTCS) and the following baccalaureate degree-granting institutions allow graduates to transfer credits to:
• Cardinal Stritch University+
• Concordia University+
• Lakeland University+
• UW La Crosse+
• Northland College+
• UW Oshkosh+
• UW Milwaukee+
• UW Parkside+
• UW River Falls+
• UW Stevens Point+
• UW Stout+
• UW Superior+
• UW Whitewater+

Contact the receiving institution for specific details.

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Review and sign Functional Abilities Disclosure
• Review and sign Background Check Disclosure
• Complete admissions meeting with a WITC counselor

Program-Specific Requirements
• Submit required Background Check information and fee
• Have an acceptable Wisconsin Caregiver Background Check and/or Minnesota Caregiver Background Check, as applicable
• Information from the Caregiver Background Check may affect ability to secure fieldwork placement and the ability to find employment after graduation
• Complete Staff Health Report - Child Care Provider form (physical form)

There are four practicum experiences required in the Early Childhood Education program.

• ECE: Introductory Practicum requires a minimum of 128 hours of off-campus field experience, and ECE: Advanced Practicum requires a minimum of 64 hours of off-campus field experience. In-class contact time is also required as part of the practicum experience.

Program Outcomes
Early Childhood Education graduates will be able to:
• Apply child development theory to practice
• Cultivate relationships with children, family, and the community
• Assess child growth and development
• Use best practices in teaching and learning
• Demonstrate professionalism
• Integrate health, safety, and nutrition practices

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree programs annually.

Career Outlook
Typical positions available after graduation include:
• Preschool Teacher
• Child Care Teacher
• Family Child Care Provider
• Infant or Toddler Caregiver
• In-home Nanny
• Early Childhood Special Needs Assistant
• Program Director/Administrator
• Public School Teacher Aide/Assistant
• Head Start Assistant

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
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<tbody>
<tr>
<td>10307008</td>
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<tr>
<td>10307010</td>
<td>ECE: Social Studies, Art, &amp; Music</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10307012</td>
<td>ECE: STEM</td>
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<tr>
<td>10307014</td>
<td>ECE: Foundations of Early Childhood Education</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10307015</td>
<td>ECE: Infant &amp; Toddler Development</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10307016</td>
<td>ECE: Health, Safety, &amp; Nutrition</td>
<td>3 cr.</td>
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<td>10307017</td>
<td>ECE: Introductory Practicum +*</td>
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<td>10307018</td>
<td>ECE: Preschool Practicum’+*#</td>
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<tr>
<td>10307019</td>
<td>ECE: Intermediate Practicum’+*#</td>
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<td>ECE: Child Development</td>
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<td>ECE: Children with Differing Abilities</td>
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<td>ECE: Guiding Children’s Behavior</td>
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<td>ECE: Family &amp; Community Relationships</td>
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<td>10307024</td>
<td>ECE: Advanced Practicum’+*#</td>
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General Studies Courses **
10801136 English Composition I | 3 cr. |
10801196 Oral/Interpersonal Communication or Speech | 3 cr. |
10801197 Introduction to Diversity Studies | 3 cr. |
10801198 Introduction to Psychology or Developmental Psychology | 3 cr. |
10801221 Math with Business Applications | 3 cr. |
10801234 Mathematical Reasoning or Mathematical Reasoning | 3 cr. |
10801289 Introductory Statistics or Introductory Statistics | 3 cr. |
10801412 Principles of Sustainability or Principles of Sustainability | 3 cr. |
10801418 Human Biology | 3 cr. |

General Studies Total | 15 cr. |

ELECTIVES | 3 cr. |

TOTAL PROGRAM REQUIREMENTS | 60 cr. |

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.
Credit for Prior Learning not applicable for this course + You must earn a 2.0 or better in this course

Graduate Employment Information (WITC Graduate Survey Responses 2017-2018)

| Number of graduates | 43 |
| Number of responses | 34 |
| Number available for employment | 31 |
| Number employed | 30 |
| Percent employed | 97% |
| Employed in related field | 21 |

2019/2020
% employed in WITC district | 76% |
Range of yearly salary | $15,000-$35,357 |
Average yearly salary | $24,555 |
E-CHILD
10-307-1  Associate Degree (two-year)

Campus: Online
Program Overview
E-CHILD is an innovative Early Childhood Education associate degree program that blends online learning with community-based student teaching and prepares you to work as a teacher or caregiver in an early childhood setting. As a student, you’ll take a variety of courses related to early childhood development, curriculum, behavior guidance and working with families to prepare you for success in this high-demand field. You will engage in a variety of online teaching and learning experiences, including virtual live face-to-face classroom sessions one evening per week, with optional open teaching labs and technical support available. Graduates of this program will be recognized as Wisconsin Registry Career Level 12.

E-CHILD is designed to build meaningful relationships, maximize educational technology and promote timely program completion.

Special Features
Earn an Early Childhood Associate degree online.
• Engage in a variety of online teaching and learning experiences.
• Interact face to face in a virtual classroom setting with instructor and peers, one evening per week.
• Optional open teaching labs.
• Technical Support available.
• Community-based student teaching.

Agreements between the Wisconsin Technical College System (WTCS) and the following baccalaureate degree-granting institutions allow graduates to transfer credits to:
• Cardinal Stritch University+.
• Concordia University++.
• Lakeland University+.
• Northland College+.
• UW La Crosse+.
• UW Oshkosh+.
• UW Milwaukee+.
• UW Parkside+.
• UW River Falls+.
• UW Stevens Point+.
• UW Stout+.
• UW Superior+.
• UW Whitewater+.

Contact the receiving institution for specific details.

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted).
• Review and sign Functional Abilities Disclosure.
• Review and sign Background Check Disclosure.
• Complete admissions meeting with a WITC counselor.

Program-Specific Requirements
• Submit Background Check information and fee.
• Have an acceptable Wisconsin Caregiver Background Check and/or Minnesota Caregiver Background Check, as applicable.
• Information from the Caregiver Background Check may affect ability to secure fieldwork placement and the ability to employ student after graduation.
• Complete Staff Health Report - Child Care Provider form (physical form).

There are four practicum experiences required in the E-CHILD program. ECE: Introductory Practicum requires a minimum of 64 hours of off-campus field experience, and ECE: Preschool Practicum, ECE: Intermediate Practicum, and ECE: Advanced Practicum require a minimum of 128 hours of off-campus field experience. Class contact time is also required as part of the practicum experience.

Program Outcomes
E-CHILD graduates will be able to:
• Apply child development theory to practice.
• Cultivate relationships with children, family, and the community.
• Assess child growth and development.
• Use best practices in teaching and learning.
• Demonstrate professionalism.
• Integrate health, safety, and nutrition practices.

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Preschool Teacher.
• Child Care Teacher.
• Family Child Care Provider.
• Infant or Toddler Caregiver.
• In-home Nanny.
• Early Childhood Special Needs Assistant.
• Program Director/Administrator.
• Public School Teacher Aide/Assistant.
• Head Start Assistant.

Curriculum
Number Course Title Credits (cr.)
Technical Studies Courses
10307108 ECE: Early Language and Literacy 3 cr.
10307110 ECE: Social Studies, Art, & Music 3 cr.
10307112 ECE: STEM 3 cr.
10307148 ECE: Foundations of Early Childhood Education 3 cr.
10307151 ECE: Infant & Toddler Development 3 cr.
10307167 ECE: Health, Safety, & Nutrition 3 cr.
10307174 ECE: Introductory Practicum ** 3 cr.
10307175 ECE: Preschool Practicum *+ 3 cr.
10307177 ECE: Intermediate Practicum **+ 3 cr.
10307179 ECE: Child Development 3 cr.
10307187 ECE: Children with Differing Abilities 3 cr.
10307188 ECE: Guiding Children’s Behavior 3 cr.
10307195 ECE: Family & Community Relationships 3 cr.
10307199 ECE: Advanced Practicum *+ # 3 cr.

Technical Studies Total 42 cr.

General Studies Courses **
10801136 English Composition I 3 cr.
10801196 Oral/Interpersonal Communication or 3 cr.
10801198 Speech 3 cr.
10809172 Introduction to Diversity Studies 3 cr.
10809198 Introduction to Psychology or 3 cr.
10809188 Developmental Psychology 3 cr.
10804123 Math with Business Applications or 3 cr.
10804134 Mathematical Reasoning or 3 cr.
10804189 Introductory Statistics or 3 cr.
10806112 Principles of Sustainability or 3 cr.
10806198 Human Biology 3 cr.

General Studies Total 15 cr.

Electives 3 cr.

Total Program Requirements 60 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.
# Credit for Prior Learning not applicable for this course.
+ You must earn a 2.0 or better in this course.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>Number employed</th>
<th>Percent employed</th>
<th>Employed in related field</th>
</tr>
</thead>
<tbody>
<tr>
<td>43</td>
<td>30</td>
<td>97%</td>
<td>21</td>
</tr>
</tbody>
</table>

% employed in WITC district 76%
Range of yearly salary $15,000-$35,357
Average yearly salary $24,555

WITC offers a wide array of credit-based early childhood education courses, credentials, and degree options that align with the Youngstar requirements. For more information, go to www.witc.edu/ece.
E-Connect - Child Care Services
31-307-1 Technical Diploma (one-year)

Campus: Online (In-Person and/or Online + Community-Based Student Teaching)

Program Overview
E-Connect-Child care Services is an innovative Early Childhood Education one-year technical diploma that incorporates the first year of the Early Childhood Education associate degree with Wisconsin Professional Preschool Credential coursework. Choose from online or face-to-face courses, or mix and match. This coursework, combined with community-based student teaching, prepares you to work as a teacher or caregiver in an early childhood setting. As a student, you’ll take a variety of courses related to early childhood development, curriculum, behavior guidance, and working with families to prepare you for success in this high-demand field. Graduate of this technical diploma will be recognized as Wisconsin Registry Career Level 11.

Special Features
- Earn an E-Connect - Child Care Services technical diploma in one year through online, daytime and evening classes - mix and match.
- Meets “Year One” technical studies coursework required to obtain the Early Childhood Education associate degree with seamless opportunities for degree completion.

Admission Requirements
- Complete application form and submit with fee (fee waiver may apply if previously submitted)
- Review and sign Functional Abilities Disclosure
- Review and sign Background Check Disclosure
- Review and Sign Gainful Employment Disclosure
- Complete admissions meeting with a WITC counselor

Program-Specific Requirements
- Submit Background Check information and fee
- Have an acceptable Wisconsin Caregiver Background Check and/or Minnesota Caregiver Background Check, as applicable - Information from the Caregiver Background Check may affect ability to secure fieldwork placement and the ability to find employment after graduation
- Complete Staff Health Report - Child Care Provider form (physical form)

There are two practicum experiences required in the E-Connect - Child Care Services program. ECE: Introductory Practicum requires a minimum of 64 hours of off-campus field experience and ECE: Preschool Practicum requires a minimum of 128 hours of off-campus field experience. Class contact time is also required as part of the practicum experience.

Program Outcomes
E-Connect - Child Care Services graduates will be able to:
- Relate knowledge of child development to practice
- Create relationships with children, family, and the community
- Apply observation, documentation, and assessment strategies
- Implement developmentally appropriate teaching and learning activities
- Demonstrate professionalism
- Follow health, safety, and nutrition practices

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
- Child Care Teacher
- Child Care Assistant Teacher
- Family Child Care Provider
- Infant or Toddler Caregiver
- In-home Nanny
- Early Childhood Special Needs Assistant
- Public School Teacher Aide/Assistant

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/e-connect-child-care-services/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Graduate Employment Information</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of graduates</td>
<td>50</td>
</tr>
<tr>
<td>Number of responses</td>
<td>38</td>
</tr>
<tr>
<td>Number available for employment</td>
<td>29</td>
</tr>
<tr>
<td>Number employed</td>
<td>28</td>
</tr>
<tr>
<td>Percent employed</td>
<td>97%</td>
</tr>
<tr>
<td>Employed in related field</td>
<td>21</td>
</tr>
<tr>
<td>% employed in WITC district</td>
<td>67%</td>
</tr>
<tr>
<td>Range of yearly salary</td>
<td>$15,924-$36,000</td>
</tr>
<tr>
<td>Average yearly salary</td>
<td>$26,127</td>
</tr>
</tbody>
</table>

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/e-connect-child-care-services/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

2019/2020
Professional Credential for Preschool Teachers (Wisconsin)
17-307-5 Technical Certificate

Campuses: New Richmond*, Rice Lake*, Superior*, Online
*Combination of Online or In person instruction + Community-Based Student Teaching

Overview
Each age group requires a little something special and preschoolers are no exception. If you work with or are interested in working with preschool children, the Wisconsin Professional Credential for Preschool Teachers will enhance your existing knowledge and skills and provide you with networking opportunities with other professionals in the field. The Preschool Credential was developed with six courses from the Wisconsin Technical College System Statewide Curriculum for the associate degree in Early Childhood Education. Graduates of this certificate will be recognized as Wisconsin Registry Career Level 10 once they successfully complete the commission process.

Upon completion of certificate classes, students may apply to The Registry to commission for the Preschool Teachers Credential, 5900 Monona Drive, Suite #205, Madison, WI 53716, 608.222.1123, the-registry.org.

Special Features
All of the courses ladder into the E-Connect - Child Care Services Technical Diploma and E-CHiLD, Early Childhood Education Associate Degree programs.

How to Apply
Complete the online application or contact Student Services. When completing an online application, select the Professional Credential for Preschool Teachers (WI) program from the program of choice dropdown list.

Outcomes
The Professional Credential for Preschool Teachers (Wisconsin) will prepare you to:

- Access the development of preschool children
- Provide a healthy, safe, and nutritionally sound preschool environment
- Practice positive guidance strategies
- Create developmentally appropriate preschool environments
- Create developmentally appropriate preschool curriculum
- Integrate strategies that support diversity and anti-bias perspectives
- Demonstrate professionalism

Career Outlook
Upon completion of this certificate you will be ready for careers in:

- Child Care Centers
- Preschool or Nursery Schools
- Family Child Care Homes
- Headstart Programs
- Pre-Kindergarten
- Early Intervention Programs

Typical Positions Include:

- Child Care Teacher
- Assistant Child Care Teacher
- Family Child Care Provider

Related Program

- Early Childhood Education
- E-Child
- E-Connect - Child Care Services

Curriculum

<table>
<thead>
<tr>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECE: Early Language &amp; Literacy**</td>
<td>3 cr.</td>
</tr>
<tr>
<td>ECE: Social Studies, Art, &amp; Music**</td>
<td>3 cr.</td>
</tr>
<tr>
<td>ECE: Health, Safety, &amp; Nutrition**</td>
<td>3 cr.</td>
</tr>
<tr>
<td>ECE: Preschool Practicum*#+</td>
<td>3 cr.</td>
</tr>
<tr>
<td>ECE: Child Development**</td>
<td>3 cr.</td>
</tr>
<tr>
<td>ECE: Guiding Children's Behavior**</td>
<td>3 cr.</td>
</tr>
</tbody>
</table>

TOTAL CERTIFICATE REQUIREMENTS 18 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
# Credit for Prior Learning not applicable for this course
+ You must earn a 2.0 or better in this course
** The Wisconsin Registry commission process requires these courses be completed, with a 2.0 or better in each course, prior to starting 10-307-175, ECE: Preschool Practicum

WITC offers a wide array of credit-based early childhood education courses, credentials, and degree options that align with the Youngstar requirements. For more information, go to www.witc.edu/ece.
Professional Credential for Infants/Toddlers (Wisconsin)
17-307-3 Technical Certificate
Certificate Availability Varies

Campus: Online

Overview
As a student taking the Wisconsin Professional Credential for Infants/Toddlers, you will gain a better understanding of the developmental stages for this age group, while learning how to best guide and nurture children under the age of three in both center-based and family settings. The themes of cultural diversity/sensitivity and reflective practice are woven throughout these courses. Graduates of this certificate will be recognized as Wisconsin Registry Career Level 9 once they successfully complete the commission process.

Upon completion of certificate classes, students may apply to The Registry to commission for the Infants/Toddlers Credential, 5900 Monona Drive, Suite #205, Madison, WI 53716, 608.222.1123, the-registry.org.

Outcomes
Professional Credential for Infants/Toddlers (Wisconsin) graduates will be able to:
• Apply developmental knowledge and observation to design, implement, and evaluate individual and group curriculum experiences for infants and toddlers
• Create respectful, healthy, and safe physical and interpersonal environments for infants and toddlers
• Utilize culturally responsive verbal and nonverbal caregiver strategies
• Select appropriate materials and promote health, safety, and nutrition guidelines specific to early care environments
• Design experiences and utilize caregiver strategies that support family involvement and reciprocal relationships
• Perform professionally and ethically, use self-reflection and knowledge, and access relevant resources

Career Outlook
• Professional advancement in the field of early care comes with increased specialized training in the unique needs of infants and toddlers

Related Program
• Early Childhood Education
• E-CHiLD
• E-Connect - Child Care Services
• Professional Credential for Preschool Teachers(WI)

Curriculum
<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10307115</td>
<td>ECE: Infant Toddler Capstone*+</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10307151</td>
<td>ECE: Infant &amp; Toddler Development</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10307169</td>
<td>ECE: Infant Toddler Group Care</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10307195</td>
<td>ECE: Family &amp; Community Relationships</td>
<td>3 cr.</td>
</tr>
</tbody>
</table>

TOTAL CERTIFICATE REQUIREMENTS 12 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
+ You must earn a 2.0 or better in this course

T.E.A.C.H. Early Childhood
A Project of Wisconsin Early Childhood Association
http://wisconsinearlychildhood.org/programs/teach/

youngstar
Wisconsin’s Child Care Rating Program
WITC offers a wide array of credit-based early childhood education courses, credentials, and degree options that align with the Youngstar requirements.
For more information, go to www.witc.edu/ece.
Course Descriptions (See pages 40-42 for General Studies course descriptions)

10307108 ECE: Early Language and Literacy - Credits: 3
This course explores strategies to encourage the development of early language and literacy knowledge and skill building in children birth to 8 years of age. Learners will investigate the components of literacy including; literacy and a source of enjoyment, vocabulary and oral language, phonological awareness, knowledge of print, letters and words, comprehension and an understanding of books and other texts. Theories and philosophies regarding children's language and literacy development will be addressed. Dual language learning will be examined within the context of developmentally appropriate practices. Assessment tools for early language and literacy acquisition will be reviewed.

10307110 ECE: Social Studies, Art, & Music - Credits: 3
This 3-credit course will focus on beginning level curriculum development in the specific integrated content areas of social studies, art, music, and movement (SSAMM).

10307112 ECE: STEM
This 3-credit course will focus on beginning level curriculum development in the specific integrated content areas of science, technology, engineering, and mathematics.

10307115 ECE: Infant Toddler Capstone - Credits: 3
This course integrates the theory, practice, and reflection of courses 1-3 in the Professional Credential for Infants/Toddlers and requires demonstration of best practices. PREREQUISITES: 10307169 ECE: Infant Toddler Group Care, 10307151 ECE: Infant & Toddler Development, and 10307195 ECE: Family & Community Relationships.

10307148 ECE: Foundations of Early Childhood Education - Credits: 3
This 3-credit course introduces you to the early childhood profession. Course competencies include: explore the concepts of diversity, cultural responsiveness, and anti-bias as it relates to early childhood education, investigate the history of early childhood education, examine regulatory requirements for early childhood education programs in WI, summarize types of early childhood education settings, identify the components of a quality early childhood education program, summarize responsibilities of early childhood education professionals, explore early childhood curriculum models and examine the critical role of play as it relates to developmentally appropriate practice.

10307151 ECE: Infant & Toddler Development - Credits: 3
In this 3-credit course you will study infant and toddler development as it applies to an early childhood education setting. Course competencies include: integrate strategies that support diversity and anti-bias perspectives; identify typical and atypical development of children ages 3-24 months; recognize and respond to the emotional and social needs of infants and toddlers; plan and implement strategies that support diversity, cultural responsiveness, and anti-bias perspectives; analyze the role of heredity in child development; analyze environmental influences on child behavior; identify strategies that support children's active engagement in learning environments; identify strategies that proactively teach emotional literacy and regulation techniques; identify strategies that proactively teach friendship skills; identify strategies that proactively teach children calming, relaxation, problem-solving techniques; utilize observation and assessment techniques to assess and interpret behavior; create a behavior support plan based on a functional behavior assessment; create a guidance philosophy. This course meets the requirements of the "24 hour Wisconsin" Pyramid Model training.

10307174 ECE: Introductory Practicum - Credits: 3
This 3-credit practicum course you will learn about and apply the course competencies in an actual early childhood setting. You will explore the standards for quality early childhood education, demonstrate professional behaviors, and meet the requirements for training in the Wisconsin Model Early Learning Standards. PREREQUISITE: Admission to Early Childhood Education E-CHiLD, or E-Connect Child Care Services or Dean approval.

10307175 ECE: Preschool Practicum - Credits: 3
This course will apply as the capstone course in the Registry Preschool Credential. You will be placed or working in an early childhood setting with 3-5 year old children and children with developmental disabilities. You will be required to complete a portfolio that prepares you for the Registry Commission. In this course you will be implementing regulations and standards for quality early childhood education, applying knowledge of child development and positive guidance, utilizing observation and assessment techniques, and assessing developmentally appropriate environments for preschoolers. PREREQUISITE: 10307174 ECE: Introductory Practicum. Prerequisite override required for students in Professional Certification for Preschool Teachers (WI).

10307177 ECE: Intermediate Practicum - Credits: 3
This 3-credit course will be implementing regulations and standards for quality early childhood education, applying knowledge of child development and positive guidance, utilizing observation and assessment techniques, and assessing developmentally appropriate environments for children. PREREQUISITE: 10307174 ECE: Introductory Practicum.

10307179 ECE: Child Development - Credits: 3
The 3-credit course examines child development within the context of the early childhood education setting. Course competencies include: integrate strategies that support diversity, cultural responsiveness, and anti-bias perspectives; analyze social, cultural, and economic influences on child development; summarize child development theories; analyze development of children ages three through five; analyze development of children ages five through eight; relate child development research findings to teaching practice; analyze the role of heredity and the environment; examine the role of brain development in early learning; examine environmental influences on child behavior; identify strategies that proactively teach children calming, relaxation, problem-solving techniques; utilize observation and assessment techniques to assess and interpret behavior; create a behavior support plan based on a functional behavior assessment; create a guidance philosophy. This course meets the requirements of the "24 hour Wisconsin" Pyramid Model training.

10307187 ECE: Children with Differing Abilities - Credits: 3
This 3-credit course focuses on the child with differing abilities in an early childhood education setting. Course competencies include: integrate strategies that support diversity, cultural responsiveness, and anti-bias perspectives; promote inclusive programs for young children; apply legal and ethical requirements including, but not limited to, ADA and IDEA; examine the consultation process to embed intervention in natural based settings; differentiate between typical and exceptional development; analyze the differing abilities of children with physical, cognitive, health, medical, communication, and/or behavioral/emotional disorders; identify community and professional resources; interpret an individual educational plan (IEP/IFSP) for children with developmental differences; adapt curriculum to meet the needs of children with developmental differences; examine strategies for cultivating partnerships with families who have children with developmental differences.

10307188 ECE: Guiding Children's Behavior - Credits: 3
This 3-credit course examines positive strategies to guide children's behavior in the early childhood education setting. Course competencies include: integrate strategies that support diversity, cultural responsiveness, and anti-bias perspectives; analyze techniques for and effects of strong relationship-building with children and families; identify positive and proactive guidance principles and techniques to support children; analyze environmental influences on child behavior; identify strategies that support children's active engagement in learning environment; identity strategies that proactively teach emotional literacy and regulation techniques; identify strategies that proactively teach friendship skills; identify strategies that proactively teach children calming, relaxation, problem-solving techniques; utilize observation and assessment techniques to assess and interpret behavior; create a behavior support plan based on a functional behavior assessment; create a guidance philosophy. This course meets the requirements of the "24 hour Wisconsin" Pyramid Model training.

10307195 ECE: Family & Community Relationships - Credits: 3
This 3-credit course you will examine the role of relationships with family and community in early childhood education. Course competencies include: implement strategies that support diversity, cultural responsiveness, and anti-bias perspectives when working with families and community; analyze contemporary family patterns and trends; identify strategies to strengthen and support families; explore effective communication strategies; discover strategies for developing respectful and reciprocal relationships with families; analyze strategies to promote family engagement in early childhood education programs; explore a variety of formats for meeting with families in their contexts; advocate for children and families; and explore community resources that provide a range of services for children and families.

10307199 ECE: Advanced Practicum - Credits: 3
In this final 3-credit practicum course you will demonstrate competence in supporting child development through observation, assessment and implementation of teaching strategies as you work in and learn about and apply the course competencies in an actual early childhood setting. You will demonstrate a high level of skill in fostering relationships with children, families and early childhood professionals, and use skill learned in a lead teacher role to develop a career plan to transition from student to early childhood education professional. PREREQUISITE: 10307174 ECE: Introductory Practicum, 10307175 ECE: Preschool Practicum and 1030777 ECE: Intermediate Practicum.
Finance

Accounting ........................................ 126
Accounting Assistant .............................. 127
Billing and Posting Clerk .......................... 128
Tax Preparer Assistant ............................ 128
Financial Services ................................. 131
Financial Services Customer Representative .......................... 132
## Accounting Pathway

### You could take this first and get a credential.

<table>
<thead>
<tr>
<th>Billing and Posting Clerk</th>
<th>Potential Careers</th>
<th>Tax Preparer Assistant</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Diploma</td>
<td>Payroll Assistant, Payroll Clerk, Accounts Payable Clerk, Accounts Receivable Clerk, Bookkeeper, Accounting Technician</td>
<td>Pathway Certificate</td>
<td>Income Tax Preparer, Tax Associate, Tax Preparer</td>
</tr>
<tr>
<td>13 Credits/ Less than 1 year</td>
<td></td>
<td>10 Credits / 1 Year Part Time</td>
<td></td>
</tr>
</tbody>
</table>

### Continue your education to obtain this technical diploma.

<table>
<thead>
<tr>
<th>Accounting Assistant</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Diploma</td>
<td>Accounting Clerk, Accounts Receivable Clerk, Accounts Payable Clerk, Payroll Clerk, Tax Accounting Clerk</td>
</tr>
<tr>
<td>30 Credits</td>
<td></td>
</tr>
</tbody>
</table>

### Range of Yearly Salary

$23,336-$77,997* Annually

*Range of yearly salary based on composite from Wisconsin's 16 technical college districts (WTCS) which may or may not include WITC graduates

### Continue your education to obtain an associate degree.

<table>
<thead>
<tr>
<th>Accounting</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Associate Degree</td>
<td>Accounting Supervisor, Bookkeeper, Accounts Receivable Specialist, Accounts Payable Specialist, Payroll Specialist, Cost Accounting Specialist, Tax Accounting Specialist</td>
</tr>
<tr>
<td>60 credits</td>
<td></td>
</tr>
</tbody>
</table>

### Range of Yearly Salary

$31,198-$62,000 Annually

### Continue your education to obtain a bachelor’s degree.

<table>
<thead>
<tr>
<th>BEYOND WITC</th>
<th>Important Notes on Transferring:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor’s Degree</td>
<td>- Check out witc.edu/transfer for details on specific agreements listed</td>
</tr>
<tr>
<td></td>
<td>- The colleges listed have developed a Technical Diploma/Associate Degree to Bachelor Degree Articulation Agreement with WITC</td>
</tr>
<tr>
<td></td>
<td>- + These colleges have developed an agreement directly related to Accounting</td>
</tr>
<tr>
<td></td>
<td>- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities</td>
</tr>
<tr>
<td></td>
<td>- Transferology, <a href="http://www.transferology.com">www.transferology.com</a>, or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process.</td>
</tr>
</tbody>
</table>

Cardinal Stritch University
Lakeland University+
Northland College+
UW Oshkosh
UW River Falls
UW Stout
UW Superior+
UM Crookston
Accounting
10-101-1 Associate Degree (two-year)

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*, Online
Outreach Centers: Hayward*, Ladysmith*

*Combination of Online, Your Choice, In person or ITV (Interactive Television) instruction

Program Overview
Accounting is an important tool for any business. In this two-year accounting associate degree, you will be prepared to assemble, analyze, interpret and forecast essential information about the operation of an organization. You’ll prepare financial statements, cost studies and tax reports.

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Complete admissions meeting with a WITC counselor

Program Outcomes
Accounting graduates will be able to:
• Process financial transactions throughout the accounting cycle
• Analyze financial and business information to support planning and decision-making
• Perform payroll preparation, reporting, and analysis tasks
• Perform cost accounting preparation, reporting, and analysis tasks
• Perform individual and/or organizational tax accounting preparation, reporting, and analysis tasks
• Identify internal controls to reduce risk

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Accounting Supervisor
• Bookkeeper
• Accounts Receivable Specialist
• Accounts Payable Specialist
• Payroll Specialist
• Cost Accounting Specialist
• Tax Accounting Specialist
Some graduates also continue their education in the field of Accounting at a four-year institution.

Curriculum

<table>
<thead>
<tr>
<th>Number Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Studies Courses</td>
<td></td>
</tr>
<tr>
<td>10101101 Financial Accounting 1</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10101103 Financial Accounting 2 *</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10101105 Intermediate Accounting 1 *</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10101107 Intermediate Accounting 2*</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10101121 Cost and Managerial Accounting *</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10101123 Income Tax Accounting</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10101124 Payroll Systems and Accounting *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10101138 Budgeting and Cost Control*</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10101172 Accounting Applications Using Excel *</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10101174 QuickBooks Accounting - Beginning *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10101175 Accounting Systems *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10103146 MS Word A</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103151 MS Excel A</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103152 MS Excel B *</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103162 MS Access A</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10105125 Business Law</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196191 Supervision</td>
<td>3 cr.</td>
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<td>10890116 Job Quest</td>
<td>1 cr.</td>
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<tr>
<td>Technical Studies Total</td>
<td>45 cr.</td>
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<tr>
<td>General Studies Courses **</td>
<td></td>
</tr>
<tr>
<td>10801136 English Composition 1</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10801198 Speech or</td>
<td></td>
</tr>
<tr>
<td>10804123 Math with Business Applications</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809195 Economics</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809188 Developmental Psychology or</td>
<td></td>
</tr>
<tr>
<td>10809198 Introduction to Psychology</td>
<td>3 cr.</td>
</tr>
<tr>
<td>General Studies Total</td>
<td>15 cr.</td>
</tr>
<tr>
<td>TOTAL PROGRAM REQUIREMENTS</td>
<td>60 cr.</td>
</tr>
</tbody>
</table>

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.
You must earn a grade point of 2.0 or better in all required (10101XXX) courses.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

| Number of graduates | 21 |
| Number of responses | 18 |
| Number available for employment | 16 |
| Number employed | 16 |
| Percent employed | 100% |
| Employed in related field | 13 |
| % employed in WITC district | 58% |
| Range of yearly salary | $31,198 - $62,000 |
| Average yearly salary | $39,987 |

2019/2020
Accounting Assistant
31-101-1 Technical Diploma (one-year)  
Financial Aid Eligible

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*, Online  
Outreach Centers: Hayward*, Ladysmith*  
*Combination of Online, Your Choice, In person or ITV (Interactive Television) instruction

Program Overview
The first year of the full Accounting associate degree, the Accounting Assistant technical diploma will prepare you to maintain accounting records such as receivables, payables, purchasing, billing (sales), inventory and payroll.

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)  
• Review and Sign Gainful Employment Disclosure  
• Complete admissions meeting with a WITC counselor

Program Outcomes
Accounting Assistant graduates will be able to:  
• Process financial transactions throughout the accounting cycle  
• Analyze basic financial and business information to support planning and decision-making  
• Perform payroll preparation, reporting, and analysis tasks

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:  
• Accounting Clerk  
• Accounts Receivable Clerk  
• Accounts Payable Clerk  
• Payroll Clerk  
• Tax Accounting Clerk

The Accounting Assistant program is the first year of the two-year Accounting associate degree program.

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10101101</td>
<td>Financial Accounting 1</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10101103</td>
<td>Financial Accounting 2 *</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10101124</td>
<td>Payroll Systems and Accounting *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10101174</td>
<td>QuickBooks Accounting - Beginning *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10103146</td>
<td>MS Word A</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103151</td>
<td>MS Excel A</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103152</td>
<td>MS Excel B *</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103162</td>
<td>MS Access A</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10804123</td>
<td>Math with Business Applications *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10890116</td>
<td>Job Quest</td>
<td>1 cr.</td>
</tr>
</tbody>
</table>

Program Specific Total 21 cr.

Occupational Supportive/General Studies Courses **

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10801136</td>
<td>English Composition 1</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10801196</td>
<td>Oral/Interpersonal Communication</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809188</td>
<td>Developmental Psychology</td>
<td>3 cr.</td>
</tr>
</tbody>
</table>

General Studies Total 9 cr.

TOTAL PROGRAM REQUIREMENTS 30 cr.

Graduates may choose to continue with the second year of the Accounting associate degree program.  
* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.  
** See pages 40-42 for course descriptions.

You must earn a grade point of 2.0 or better in all required (10101XXX) courses.

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/accounting-assistant/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>30</th>
<th>Number employed</th>
<th>20</th>
<th>% employed in WITC district</th>
<th>58%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of responses</td>
<td>25</td>
<td>Percent employed</td>
<td>95%</td>
<td>Range of yearly salary</td>
<td>$23,336 - $77,994*</td>
</tr>
<tr>
<td>Number available for employment</td>
<td>21</td>
<td>Employed in related field</td>
<td>13</td>
<td>Average yearly salary</td>
<td>$39,778*</td>
</tr>
</tbody>
</table>

*Range of yearly salary and average yearly salary based on composite from Wisconsin’s 16 technical college districts (WTCS) which may or may not include WITC graduates.

2019/2020
Billing and Posting Clerk
30-101-4 Technical Diploma (less than one-year)

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*, Online
Outreach Centers: Hayward*, Ladysmith*

*Combination of Online, Your Choice, In person or ITV (Interactive Television) instruction

Program Overview
When you complete this program you’ll be able to use accounting and office software and perform a variety of tasks including basic accounting entry and assisting in the payroll process.

How to Apply
Complete the online application or contact Student Services. When completing an online application, select the Billing and Posting Clerk program from the program of choice dropdown list.

Program Outcomes
Billing and Posting Clerk graduates will be able to:
• Process financial transactions throughout the accounting cycle
• Perform payroll preparation, reporting, and analysis tasks

Career Outlook
Typical positions available after graduation include:
• Payroll Assistant
• Payroll Clerk
• Accounts Payable Clerk
• Accounts Receivable Clerk
• Bookkeeper
• Accounting Technician

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>48</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of responses</td>
<td>41</td>
</tr>
<tr>
<td>Number available for employment</td>
<td>28</td>
</tr>
<tr>
<td>Number employed</td>
<td>27</td>
</tr>
<tr>
<td>Percent employed</td>
<td>96%</td>
</tr>
<tr>
<td>Employed in related field</td>
<td>14</td>
</tr>
<tr>
<td>% employed in WITC district</td>
<td>50%</td>
</tr>
<tr>
<td>Range of yearly salary</td>
<td>$24,958-$42,481*</td>
</tr>
<tr>
<td>Average yearly salary</td>
<td>$34,923*</td>
</tr>
</tbody>
</table>

Curriculum

<table>
<thead>
<tr>
<th>Number Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10101101 Financial Accounting 1</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10101124 Payroll Systems and Accounting *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10101174 QuickBooks Accounting - Beginning *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10103146 MS Word A</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103151 MS Excel A</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103152 MS Excel B *</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103162 MS Access A</td>
<td>1 cr.</td>
</tr>
<tr>
<td>Technical Studies Total</td>
<td>13 cr.</td>
</tr>
</tbody>
</table>

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better. You must earn a grade point of 2.0 or better in all required (10101XXX) courses.

Tax Preparer Assistant
61-101-2 Pathway Certificate

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*, Online
Outreach Centers: Hayward*, Ladysmith*

*Combination of Online, Your Choice, In person or ITV (Interactive Television) instruction

Program Overview
When you’ve completed the Tax Preparer Assistant pathway certificate, you have the basic knowledge to prepare tax returns for individuals or small businesses.

How to Apply:
Complete the online application or contact Student Services. When completing an online application, select the Tax Preparer Assistant program from the program of choice dropdown list.

Outcomes
The Tax Preparer Assistant Certificate will prepare you to:
• Process financial transactions throughout the accounting cycle
• Perform individual and/or organizational tax accounting preparation, reporting, and analysis tasks

Career Outlook
Typical positions available after certificate completion include:
• Income Tax Preparer
• Tax Associate
• Tax Preparer

Curriculum

<table>
<thead>
<tr>
<th>Number Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10101101 Financial Accounting 1</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10101123 Income Tax Accounting</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10101174 QuickBooks Accounting - Beginning *</td>
<td>2 cr.</td>
</tr>
</tbody>
</table>

CERTIFICATE REQUIREMENTS
10 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better. You must earn a grade point of 2.0 or better in all required (10101XXX) courses.
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

1010101
Financial Accounting 1 - Credits: 4
Complete accounting cycle, special journals, payroll tax principles, special procedures, and financial statements. Accounting applications through practice set approach.

1010103
Financial Accounting 2 - Credits: 4
Students will be introduced to corporate accounting. Students will have an understanding of corporate transactions with an emphasis on stocks and bonds. The student will analyze financial statements including the statement of cash flows. Managerial accounting is also introduced in this class. PREREQUISITE: 1010101 Financial Accounting 1.

1010105
Intermediate Accounting 1 - Credits: 4
Intermediate Accounting course (in sequence with 1010107 Intermediate Accounting 2) covering complex accounting theory, financial statement preparation, and analysis of an in-depth nature. PREREQUISITES: 10101103 Financial Accounting 2 and 10103152 MS Excel B.

1010107
Intermediate Accounting 2 - Credits: 4

1010121
Cost and Managerial Accounting - Credits: 4
This course addresses cost accounting principles, procedures, and managerial applications of cost data, theory of job order cost, process cost, and standard cost; and managerial cost decision making. Though not required, 10101103 Financial Accounting 2 is also recommended prior to taking this course. PREREQUISITES: 10101101 Financial Accounting 1 and 10103152 MS Excel B.

1010123
Income Tax Accounting - Credits: 4
This course will prepare you to complete and file individual federal and Wisconsin income tax returns including the 1040EZ/WIZ, 1040A/1A, and 1040/1 with most common supporting schedules. This course is lecture- and project-based with most returns done manually and some comprehensive problems being computerized.

1010124
Payroll Systems and Accounting - Credits: 3

1010138
Budgeting and Cost Control - Credits: 2
By using the tools and techniques learned in the class, students will understand how to use financial information to manage a business, make better financial decisions, increase business profitability, and improve cash flow. With a detailed review of what the numbers in the financial statements represent and how managers and owners use that information to be more successful in controlling and growing their business operations, students will learn how to use financial information to build an effective and realistic budget that can be used to control costs, improve profits and gain a competitive advantage. Corequisite: 1010101 Financial Accounting 1 or 1010176 Financial Accounting 1A.

1010172
Accounting Applications Using Excel - Credits: 1
Students will learn to use MS Excel as it pertains mainly to accounting related functions. Activities will include working with pivot tables, exporting/importing information, continuing with advanced formulas and macros, using analytical options, and developing creativity/application skills in building spreadsheets to replace and enhance manual record keeping, calculations, and reporting. PREREQUISITES: 10101103 Financial Accounting 2 and 10103152 MS Excel B.

1010174
QuickBooks Accounting - Beginning - Credits: 2
Students will learn the QuickBooks accounting software by performing tasks that involve the general ledger, accounts payable, accounts receivable, inventory, payroll, and financial statements. Students will be responsible for finding and correcting errors in the QuickBooks program. PREREQUISITE: 10101101 Financial Accounting 1 or 1010176 Financial Accounting 1A.

1010175
Accounting Systems - Credits: 2
Prepares students for real-world accounting. Students will explore the role of an accountant, practice all steps of the accounting cycle, examine internal controls, complete common business forms, and demonstrate proper filling of accounting documents. Students will then tie all of the concepts together by designing their own accounting system. Coursework is almost entirely project-based. COREQUISITE: 10101107 Intermediate Accounting 2.

10103146
MS Word A - Credits: 1
Students will learn word processing using MS Word. Credit A activities will include creating, editing, saving, formatting, printing, and enhancing worksheets through charts.

10103151
MS Excel A - Credits: 1
Students will learn to use MS Excel. Credit A activities will include creating, editing, saving, formatting, printing, performing calculations, and enhancing worksheets through charts.

10103152
MS Excel B - Credits: 1
Students will learn to use MS Excel. Credit B activities will include using advanced features of formulas, object linking and embedding, multiple worksheets, 3-D references, macro basics and database basics. COREQUISITE: 10103151 MS Excel A.

10103162
MS Access A - Credits: 1
Learners create, edit, sort, and query a database. They also learn how to create and print basic forms and reports.

10105125
Business Law - Credits: 3
Business Law provides the student with a working knowledge of the legal system, business ethics, and essentials of contracts. Students gain knowledge in logical and analytical thinking, and are encouraged to challenge legal issues and defend their point of view.

10106191
Supervision - Credits: 3
In Supervision, the learner applies the skills and tools necessary to perform the functions of a frontline leader. Each learner will demonstrate the application of strategies and transition to a contemporary supervisory role including day-to-day operations, analysis, delegation, controlling, staffing, leadership, problem solving, team skills, motivation, and training.

10890116
Job Quest - Credits: 1
Develop documents and skills to seek, obtain, and retain employment. Strengthen your professional image by developing self-awareness of elements affecting interpersonal and work relationships. Guidelines for determining appropriate grooming, dress, and poise will be covered. Personal life management along with career/life goal setting will be reinforced. This class should be taken in the last semester of the program.
# Financial Services Pathway

You could take this first and get a credential.

<table>
<thead>
<tr>
<th>Financial Services Customer Representative</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Diploma</td>
<td></td>
</tr>
<tr>
<td>14 Credits / 1 Semester Full Time; Part Time Options Available</td>
<td></td>
</tr>
<tr>
<td>Bank Teller, Customer Service Associate, Member Services Representative, Teller, Cashier, Sales Associate, Loan Analyst, Loan Processor</td>
<td></td>
</tr>
</tbody>
</table>

Continue your education to obtain an associate degree.

<table>
<thead>
<tr>
<th>Financial Services</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Associate Degree</td>
<td></td>
</tr>
<tr>
<td>60 Credits / 2 Years Full Time; Part Time Options Available</td>
<td></td>
</tr>
<tr>
<td>Business Manager or Owner, Loan Officer or Personal Banker, Sales or Sales Manager, Financial Analyst, Investment Advisor, Insurance Sales or Broker, Real Estate Sales or Broker, Stockbroker, Accountant / Bookkeeper</td>
<td></td>
</tr>
</tbody>
</table>

Continue your education to obtain a bachelor’s degree.

<table>
<thead>
<tr>
<th>BEYOND WITC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor’s Degree</td>
</tr>
<tr>
<td>Cardinal Stritch University</td>
</tr>
<tr>
<td>Lakeland University+</td>
</tr>
<tr>
<td>Northland College+</td>
</tr>
<tr>
<td>UW Oshkosh+</td>
</tr>
<tr>
<td>UW River Falls</td>
</tr>
<tr>
<td>UW Superior+</td>
</tr>
<tr>
<td>UW Stout</td>
</tr>
</tbody>
</table>

**Important Notes on Transferring:**
- Check out [witc.edu/transfer](http://witc.edu/transfer) for details on specific agreements listed
- The colleges listed have developed a Technical Diploma/Associate Degree Articulation Agreement with WITC
- + These colleges have developed an agreement directly related to the Financial Services field
- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities
- Transferology, [www.transferology.com](http://www.transferology.com), or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process.
Financial Services
10-114-2 Associate Degree (two-year)

Program Overview
In the Financial Services program, you will learn how to manage your personal finances as well as business finances. Imagine helping others get out of debt, save for retirement or increase profits and net worth for your business. If you have a passion for helping yourself and others succeed, then the financial services program is the right choice for you.

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Complete admissions meeting with a WITC counselor

Program Outcomes
Financial Services graduates will be able to:
• Create reports
• Analyze financial data
• Analyze investments

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Business Manager or Owner
• Loan Officer or Personal Banker
• Sales or Sales Manager
• Financial Analyst
• Investment Advisor
• Insurance Sales or Broker
• Real Estate Sales or Broker
• Stockbroker
• Accountant/Bookkeeper

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1010101</td>
<td>Financial Accounting 1</td>
<td>4 cr.</td>
</tr>
<tr>
<td>1010103</td>
<td>Financial Accounting 2</td>
<td>4 cr.</td>
</tr>
<tr>
<td>1010138</td>
<td>Budgeting and Cost Control*</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10103106</td>
<td>MS PowerPoint</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103146</td>
<td>MS Word A</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103151</td>
<td>MS Excel A</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10103152</td>
<td>MS Excel B</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10104102</td>
<td>Marketing Principles</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10104104</td>
<td>Selling Principles</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10105125</td>
<td>Business Law</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10114103</td>
<td>Money and Banking</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10114107</td>
<td>Principles of Finance</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10114125</td>
<td>Personal Finance</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10114150</td>
<td>Investments</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10114192</td>
<td>Principles of Insurance</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196189</td>
<td>Team Building and Problem Solving</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10196191</td>
<td>Supervision</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10890116</td>
<td>Job Quest</td>
<td>1 cr.</td>
</tr>
</tbody>
</table>

Technical Studies Total 45 cr.

General Studies Courses
**

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10801136</td>
<td>English Composition 1</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10801198</td>
<td>Speech or</td>
<td></td>
</tr>
<tr>
<td>10801196</td>
<td>Oral/Interpersonal Communication</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10804123</td>
<td>Math with Business Applications</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809195</td>
<td>Economics</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809198</td>
<td>Introduction to Psychology or</td>
<td></td>
</tr>
<tr>
<td>10809188</td>
<td>Developmental Psychology</td>
<td>3 cr.</td>
</tr>
</tbody>
</table>

General Studies Total 15 cr.

PROGRAM REQUIREMENTS
60 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>6</th>
<th>Number employed</th>
<th>4</th>
<th>% employed in WITC district</th>
<th>0%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of responses</td>
<td>4</td>
<td>Percent employed</td>
<td>100%</td>
<td>Range of yearly salary</td>
<td>NA</td>
</tr>
<tr>
<td>Number available for employment</td>
<td>4</td>
<td>Employed in related field</td>
<td>0</td>
<td>Average yearly salary</td>
<td>NA</td>
</tr>
</tbody>
</table>
Financial Services Customer Representative
30-114-1 Technical Diploma (less than one-year)

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior* 
Outreach Centers: Hayward*, Ladysmith* 
*Combination of Online, Your Choice, In person, and ITV (Interactive Television) instruction 

Program Overview
Topics studied will include credit cards, student loans, budgeting, saving, debt avoidance, debt reduction, negotiating deals, taxes, retirement, investing, buying a car, buying a house, planning or big purchases and insurance. Upon completion of the requirements of the program, you will have an understanding of where money goes and strategies for building financial security and wealth.

How to Apply
Complete the online application or contact Student Services. When completing an online application, select the Financial Services Customer Representative program from the program of choice dropdown list.

Program Outcomes
Financial Services Customer Representative graduates will be able to:
• Create reports
• Analyze financial data

Career Outlook
Typical positions available after graduation include:
• Bank Teller
• Customer Service Associate
• Member Services Representative
• Teller
• Cashier
• Sales Associate
• Loan Analyst
• Loan Processor

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
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</thead>
<tbody>
<tr>
<td>1010101</td>
<td>Financial Accounting 1</td>
</tr>
<tr>
<td>10103106</td>
<td>MS PowerPoint</td>
</tr>
<tr>
<td>10103146</td>
<td>MS Word A</td>
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<tr>
<td>10103151</td>
<td>MS Excel A</td>
</tr>
<tr>
<td>10103152</td>
<td>MS Excel B *</td>
</tr>
<tr>
<td>10114107</td>
<td>Principles of Finance</td>
</tr>
<tr>
<td>10114125</td>
<td>Personal Finance</td>
</tr>
</tbody>
</table>

**PROGRAM REQUIREMENTS 14 cr.**

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of responses</td>
<td>8</td>
</tr>
<tr>
<td>Number available for employment</td>
<td>8</td>
</tr>
</tbody>
</table>

| Number employed | 8  |
| Percent employed | 100% |
| Employed in related field | 3  |
| % employed in WITC district | 100% |
| Range of yearly salary | $28,931-$32,757 |
| Average yearly salary | $30,962 |

2019/2020

800.243.9482 • witc.edu
Students will learn to use MS Excel. Credit B activities will include using advanced features of formulas, object linking and embedding, multiple worksheets, 3-D references, macro basics and database basics. PREREQUISITE: 10101101 Financial Accounting 1.

10104102 Marketing Principles - Credits: 3
This course focuses on the marketing process as it relates to the operation of a business enterprise. The intent is to provide students with an understanding of how the marketing function fits within the overall structure of the organization. Special attention is given to the role and significance of evaluating customer needs, pricing, distribution, and promotion of products and services.

10104104 Selling Principles - Credits: 3
This introductory course is designed to acquaint the student with the principles of selling and applications to the marketing of goods and services. Special emphasis is given to developing the selling process. Included are customer relations, sales psychology, steps to successful presentation, closing techniques, and sales motivation.

10105125 Business Law - Credits: 3
Business Law provides the student with a working knowledge of the legal system, business ethics, and essentials of contracts. Students gain knowledge in logical and analytical thinking, and are encouraged to challenge legal issues and defend their point of view.

10114103 Money and Banking - Credits: 3
Money and Banking introduces students to money and the financial system, interest rates, financial institutions, and the Federal Reserve.

10114107 Principles of Finance - Credits: 3

10114125 Personal Finance - Credits: 3
Personal Finance introduces students to money management, taxes, financial services, credit, real estate, insurance, stocks, bonds, mutual funds, retirement planning, and estate planning.

10114150 Investments - Credits: 3
Investments introduces students to stock and bond valuation models, options, futures, future options, international investing, and the spot market. In addition, the student will learn about various investment careers and the various licensing requirements, regulations, and laws that impact the investment community.

10114192 Principles of Insurance - Credits: 3
Principles of Insurance introduces students to insurance contracts, legal principles, and utilizing insurance as a risk management tool using automotive, homeowner's, life, health, and commercial insurance.

10114194 Principles of Financial Reporting - Credits: 3
Principles of Financial Reporting introduces students to the financial statements and how managers and owners use that information to be more successful in controlling and growing their business operations. Students will learn how to use financial information to build an effective and realistic budget that can be used to control costs, improve profits and gain a competitive advantage.

10116919 Team Building and Problem Solving - Credits: 3
In Team Building and Problem Solving, the learner applies the skills and tools necessary to facilitate problem solving in a team environment. Each learner will demonstrate the application of the benefits and challenges of group work, necessary roles in a team, stages of team development, different approaches to problem solving, consensus, systematic process of problem definition, data acquisition, analysis, developing alternative solutions, solution implementation, evaluation, and documentation.

10116914 Supervision - Credits: 3
In Supervision, the learner applies the skills and tools necessary to perform the functions of a frontline leader. Each learner will demonstrate the application of strategies and transition to a contemporary supervisory role including day-to-day operations, analysis, delegation, controlling, staffing, leadership, problem solving, team skills, motivation, and training.

10890151 Job Quest - Credits: 1
Develop documents and skills to seek, obtain, and retain employment. Strengthen your professional image by developing self-awareness of elements affecting interpersonal and work relationships. Guidelines for determining appropriate grooming, dress, and poise will be covered. Personal life management along with career/life goal setting will be reinforced. This class should be taken in the last semester of the program.
Health Sciences

Dental Assistant .............................................. 135
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Medical Coding Specialist .................................... 145
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Dental Assistant

31-508-1 Technical Diploma (one-year)

Campus: Rice Lake

Program Overview

Dental assistants with documented skills also may carry out a variety of laboratory, clinical and office duties. Some dental assistants manage the office and are responsible for patient scheduling and bookkeeping functions. Most dental assistants work in general or specialized dental offices, either for individual dentists or for groups of dentists. Some dental assistants may choose to work for insurance companies, dental laboratories, or dental supply companies. The dental assistant also may find employment with federal agencies such as the Veterans Affairs; United States Public Health Services; the Armed Forces; or a state, county or city health facility.

The program in dental assisting is accredited by the Commission on Dental Accreditation [and has been granted the accreditation status of “approval without reporting requirements”]. The Commission is a specialized accrediting body recognized by the United States Department of Education. The Commission on Dental Accreditation can be contacted at (312) 440-4653 or at 211 East Chicago Avenue, Chicago, IL 60611. The Commission’s Web address is: http://www.ada.org/100.aspx

Admission Requirements

- Complete application form and submit with fee (fee waiver may apply if previously submitted)
- Have earned a high school diploma or GED certificate; current high school seniors must provide both a current high school transcript and a final transcript with confer date
- Review and sign Background Check Disclosure
- Review and sign Functional Abilities Disclosure
- Review and sign Gainful Employment Disclosure
- Complete admissions meeting with a WITC counselor (academic admission requirements apply - see page 30 for more information)

Program-Specific Requirements

- Submit Background Check fee
- Have an acceptable Wisconsin Caregiver Background Check, National Criminal Background Check, Minnesota Caregiver Background Check (if applicable), and other states, if applicable
- Pass a physical exam, have current immunizations, and demonstrate negative status for tuberculosis (Tb)
- Possess current certification of “CPR for Healthcare Providers” or equivalent
- Review and sign Nursing and Allied Health Division Confidentiality Statement
- Attend a mandatory program orientation session

Program Outcomes

Dental Assistant graduates will be able to:

- Perform a variety of advanced supportive dental procedures
- Manage infection and hazard control
- Produce diagnostic intraoral and extraoral radiographs on a variety of patients
- Perform advanced dental laboratory procedures
- Demonstrate professional behaviors, ethics, and appearance
- Perform dental office business procedures

Employability Essentials

The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook

Typical positions available after graduation include:

- Dental Assistant
- Dental Receptionist
- Dental Office Manager
- Dental Practice Manager
- Dental Lab Technician
- Dental Laboratory Assistant
- Dental Insurance Claims Processor
- Dental Sales Representative
- Dental Treatment Coordinator
- Dental Specialty Assistant
- Maxillofacial Dental Assistant
- Endodontic Dental Assistant
- Prosthodontic Dental Assistant
- Orthodontic Dental Assistant
- Pediatric Dental Assistant
- Periodontic Dental Assistant

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
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<tbody>
<tr>
<td>10508012</td>
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<td>10508013</td>
<td>Dental Radiography *</td>
<td>2 cr.</td>
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<td>10508014</td>
<td>Dental Materials *</td>
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<td>Dental Office Management *</td>
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<td>10508016</td>
<td>Dental and General Anatomy *</td>
<td>2 cr.</td>
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<tr>
<td>31508302</td>
<td>Dental Chairside *</td>
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<td>31508303</td>
<td>Dental Assistant Clinical *</td>
<td>3 cr.</td>
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<tr>
<td>31508304</td>
<td>Dental Assistant Professionalism *</td>
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<tr>
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<td>31508306</td>
<td>Dental Assistant Clinical - Adv *</td>
<td>4 cr.</td>
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<td>31508307</td>
<td>Dental Assistant Professionalism *</td>
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<td>31508308</td>
<td>Dental Chairside Advanced *</td>
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<tr>
<td>31508309</td>
<td>Dental Laboratory Procedures *</td>
<td>4 cr.</td>
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<td>Dental Radiography - Advanced *</td>
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<td>31508311</td>
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<td>**</td>
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<td>30 cr.</td>
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</tbody>
</table>

** See pages 40-42 for course descriptions.

You must earn a grade point of 2.0 or better in all required courses.

Course repeat policies exist that allow for only a certain number of retakes within this program; please refer to the policies for details.

TOTAL PROGRAM REQUIREMENTS 33 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.

** See pages 40-42 for course descriptions.
Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/dental-assistant/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

### Graduate Employment Information (WTCS Graduate Survey Responses 2017-2018)

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<th>Number of graduates</th>
<th>Number of responses</th>
<th>Number available for employment</th>
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<th>Average yearly salary</th>
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<tbody>
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<td>70%</td>
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</tr>
</tbody>
</table>

#### Course Descriptions (See pages 40-42 for General Studies course descriptions)

**10508101 Dental Health Safety - Credits: 1**
Prepares dental auxiliary students to respond proactively to dental emergencies, control infection, prevent disease, adhere to OSHA Standards, and safely manage hazardous materials. Students also take patient vital signs and collect patient medical/dental histories. CPR certification is a prerequisite; students will be required to show proof of certification before beginning the course. This course is a WTCS aligned course required in both the Dental Hygienist and Dental Assisting programs. PREREQUISITES: Current certification in CPR for Healthcare Providers and acceptance into the Dental Assistant program.

**10508103 Dental Radiography - Credits: 2**
Prepares dental auxiliary students to operate x-ray units and expose bitewing, periapical, extra oral, and occlusal radiographs. Emphasis is placed on protection against x-ray hazards. Students also process, mount, and evaluate radiographs for diagnostic value. In this course students demonstrate competency on a manikin. In addition, students expose bitewing radiographs on a peer, role-play patient. Students gain further experience in exposing radiographs on patients in the clinical portion of their program. This course also provides the background in radiographic theory required for students to make informed decisions and adjustments. COREQUISITES: 10508101 Dental Health Safety, 10508113 Dental Materials, 10508304 Dental and General Anatomy, 31508302 Dental Chairside, and 31508306 Dental Assistant Clinical.

**10508113 Dental Materials - Credits: 2**
Prepares dental auxiliary students to handle and prepare dental materials such as liners, bases, cements, amalgam, resin restorative materials, gypsum products, and impression materials. They also learn to take alginate impressions on manikins and clean removable appliances. This course is aligned to serve students in the Dental Hygienist and Dental Assisting programs. COREQUISITES: 10508101 Dental Health Safety, 10508103 Dental Radiography, 10508304 Dental and General Anatomy, 31508302 Dental Chairside, and 31508306 Dental Assistant Clinical.

**10508120 Dental Office Management - Credits: 2**
Prepares dental auxiliary students to manage telephones, appointments, recall systems, and inventory. Students also develop the skills needed to process accounts receivable and payable, collections, and third party reimbursements. Students use dental software programs. PREREQUISITE: Successful completion of all first term courses and COREQUISITES: 10508308 Dental Assistant Clinical, 10508309 Dental Assisting. Dental Laboratory Procedures, 31508310 Dental Radiography – Advanced; and 31508311 Dental Assistant Clinical – Adv.

**10508304 Dental and General Anatomy - Credits: 2**
Prepares dental assistant students to apply fundamentals of general and dental anatomy to informed decision-making and to professional communication with colleagues and patients. PREREQUISITE: Acceptance into the Dental Assistant program and COREQUISITES: 10508101 Dental Health Safety, 10508103 Dental Radiography, 10508113 Dental Materials, 31508302 Dental Chairside, and 31508306 Dental Assistant Clinical.

**31508302 Dental Chairside - Credits: 5**
Prepares dental assistant students to chart oral cavity structures, dental pathology, and restorations and to assist a dentist with basic dental procedures including examinations, pain control, amalgam restoration, and cosmetic restoration. Students will also develop the ability to educate patients about preventive dentistry, brushing and flossing techniques, and dental procedures, using lay terminology. Throughout the course, students will apply decoding strategies to the correct use and interpretation of dental terminology. COREQUISITES: 10508101 Dental Health Safety, 10508103 Dental Radiography, 10508113 Dental Materials, 10508304 Dental and General Anatomy, and 31508306 Dental Assistant Clinical.

**31508306 Dental Assistant Clinical - Credits: 3**
Students apply skills developed in Dental and General Anatomy, Dental Health Safety, Dental Chairside, Dental Materials, Dental Radiography, and Professionalism in a clinical setting with patients. Emphasizes integration of core abilities and basic occupational skills. COREQUISITES: 10508101 Dental Health Safety, 10508304 Dental and General Anatomy, 31508302 Dental Chairside, 10508113 Dental Materials, 10508103 Dental Radiography, and 31508307 Dental Assistant Professional.

**31508307 Dental Assistant Professionalism - Credits: 1**
Prepares dental assistant students for professional success in a dental practice or another dental health care environment. Students develop professional appearance and image. More importantly, they learn to work within ethical guidelines and legal frameworks. In preparation for entering the work force, dental assistants customize or develop their portfolios and lay out an on-going professional development plan. PREREQUISITE: Acceptance into the Dental Assistant program.

**31508308 Dental Chairside Advanced - Credits: 5**
Prepares dental assistant students to adapt chairside skills to assisting with dental specialties as they are performed in general practice. Focuses on pediatric dentistry, orthodontics, oral and maxillofacial surgery, endodontics, periodontics, and prosthodontics. Students will also develop the ability to assist with sealants, perform coronal polishing, and apply topical fluoride and topical anesthetics. PREREQUISITE: Successful completion of all first term courses and COREQUISITIES: 10508120 Dental Office Management, 31508309 Dental Laboratory Procedures, 31508310 Dental Radiography – Advanced; and 31508311 Dental Assistant Clinical – Adv.

**31508309 Dental Laboratory Procedures - Credits: 4**
Prepares Dental Assistant students to produce alginate impressions and fabricate diagnostic models, oral appliances, temporary restorations, and custom trays. Students also polish oral appliances. PREREQUISITE: Successful completion of all first term courses and COREQUISITES: 10508120 Dental Office Management, 31508308 Dental Chairside Advanced, 31508310 Dental Radiography – Advanced; and 31508311 Dental Assistant Clinical – Adv.

**31508310 Dental Radiography - Advanced - Credits: 1**
Builds on principles and skills developed in Dental Radiography. Dental Assisting students expose full mouth series, extra-oral and specialized radiographs on adult and child patients. Emphasis is placed on protection against x-ray hazards. Students will also process, mount, and evaluate radiographs for diagnostic value. In addition, they will use radiographs to explain dental health and treatment plans to patients. PREREQUISITE: Successful completion of all first term courses and COREQUISITES: 10508120 Dental Office Management, 31508308 Dental Chairside Advanced, 31508309 Dental Laboratory Procedures, and 31508311 Dental Assistant Clinical – Adv.

**31508311 Dental Assisting Clinical - Adv - Credits: 2**
Dental Assisting students apply skills developed in Dental Chairside – Advanced, Dental Lab Procedures, Dental Radiography – Advanced, and Dental Office Procedures in a clinical setting with patients. Emphasizes integration of core abilities and basic and advanced occupational skills. PREREQUISITE: Successful completion of all first term courses and COREQUISITES: 10508120 Dental Office Management, 31508308 Dental Chairside Advanced, 31508309 Dental Laboratory Procedures, and 31508310 Dental Radiography – Advanced.
Gerontology - Aging Services Professional Pathway

You could take this first and get a credential.

**Dementia Care**
Pathway Certificate
12 Credits / 1 Year Part Time

**Potential Careers**
Hospitals, Hospice, Home Health Care and Assisted Living, Long Term Care, Nursing Homes and Group Homes, Adult Care, Senior Centers, Community, Non-Profit and Government Agencies, Counseling Centers, Business and Industry

**Gerontology for Healthcare Professionals**
Pathway Certificate
12 Credits / 1 Year Part Time

**Potential Careers**
Hospitals, Hospice, Home Health Care and Assisted Living, Long Term Care, Nursing Homes and Group Homes, Adult Care, Senior Centers, Community, Non-Profit and Government Agencies, Counseling Centers, Business and Industry

**Community-Based Residential Facility (CBRF) Caregiver**
Technical Diploma
2 Credits / 1 Course / 1 Semester Part Time

**Potential Careers**
Hospitals, Hospice, Home Health Care and Assisted Living, Long Term Care, Nursing Homes and Group Homes, Adult Care, Senior Centers, Community, Non-Profit and Government Agencies, Counseling Centers, Business and Industry

**Average Starting Wage**
$20,798-$28,598 Annually

Continue your education to obtain an associate degree.

**Gerontology - Aging Services Professional**
Associate Degree
60 Credits / 2 Years Full Time; Part Time Options Available

**Potential Careers**
Aging Services Provider, Advocacy Specialist, Geriatric Care Specialist, Dementia Care Specialist/Provider, Benefits Coordinator, Client Navigation Specialist, Activity/Recreation Coordinator, Housing/Transportation Specialist, Program Planner

**Average Starting Wage**
$26,726-$43,677* annually

*Range of yearly salary and average yearly salary based on composite from Wisconsin’s 16 technical college districts (WTCS) which may or may not include WITC graduates.

Continue your education to obtain a bachelor’s degree.

**BEYOND WITC**

**Bachelor’s Degree**
UW Eau Claire+
Lakeland University
UW Oshkosh+
UW Stout+

**Important Notes on Transferring:**
- Check out witc.edu/transfer for details on specific agreements listed below
- The colleges listed have developed a Technical Diploma/Associate Degree to Bachelor Degree Articulation Agreement with WITC
- *These colleges have developed an agreement directly related to the Gerontology - Aging Services Professional program
- To learn how your education, or previous college credits, will transfer, talk to transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities
- Transferology, www.transferology.com, or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process.

2019/2020
Gerontology - Aging Services Professional

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*
*Hybrid instruction

Program Overview
You will acquire comprehensive and interdisciplinary training to prepare you to work with older adults in a variety of positions and in diverse settings such as community, non-profit and government agencies, counseling centers, adult care, memory care, senior centers, home health care, assisted living, long-term care, nursing homes, group homes, hospitals, hospice, and business and industry. This innovative and flexible program blends online and in-person experiential learning with community-based fieldwork and is designed to fit into busy life schedules. You can choose part-time or full-time program options and mix and match coursework. In addition, you will be added to the Wisconsin Community-Based Residential Facility (CBRF) Employee Registry and will receive the American Red Cross First Aid Basic with Choking Certification of Completion.

Special Features
- Flexible course selection and scheduling designed to assist with life planning
- 8 week rotating block courses offered in online and in-person evening formats
- Part-time and full-time program options with flexible entry and exit
- Ideal for people entering the job market or choosing to enhance their current careers in service delivery or leadership roles within the gerontology field
- Blend program offerings with Healthcare, Emergency Services, Human Services, or Business Programs
- Graduates will be added to the Wisconsin Community-Based Residential Facility (CBRF) Employee Registry and will receive the American Red Cross First Aid Basic with Choking Certification of Completion

Admission Requirements
- Complete application form and submit with fee (fee waiver may apply if previously submitted)
- Review and sign Functional Abilities Disclosure
- Review and sign Background Check Disclosure
- Complete admissions meeting with a WITC counselor

Program-Specific Requirement
- Complete and sign Background Information Disclosure Form (BID)
- Submit Background Check fee
- Have an acceptable Wisconsin Caregiver Background Check and/or Minnesota Caregiver Background Check as applicable – Information from the Caregiver Background Check may affect ability to secure fieldwork placement and the ability to find employment after graduation

Program Outcomes
Gerontology - Aging Services Professional graduates will be able to:
- Evaluate the physical, social, psychological, and spiritual aspects of aging throughout the lifespan
- Exhibit ethical and legal practice consistent with a gerontology professional
- Distinguish the role of the gerontology professional in the coordination of service delivery
- Cultivate an age-friendly community

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Gerontology - Aging Services Professional program graduates will be well prepared to use their knowledge, skills and abilities working with older adults in a variety of positions in diverse settings such as:
- Community, Non-Profit and Government Agencies
- Counseling Centers
- Adult Care
- Senior Centers
- Home Health Care and Assisted Living
- Long-term Care, Nursing Homes and Group Homes
- Hospitals
- Hospice
- Business and Industry

Potential Job Titles:
- Aging Services Provider
- Advocacy Specialist
- Geriatric Care Specialist
- Dementia Care Specialist/Provider
- Benefits Coordinator
- Client Navigation Specialist
- Activity/Recreation Coordinator
- Housing/Transportation Specialist
- Program Planner
- Private Service Provider/Small Business Owner

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
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<tbody>
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<td>10520103</td>
<td>Ethics in Human Services * #</td>
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<td>Family Systems</td>
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<td>Communication of Aging</td>
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<td>10544101</td>
<td>Social Gerontology</td>
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<td>10544102</td>
<td>Psychological Aspects of Aging</td>
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<td>10544104</td>
<td>Physical Aspects of Aging</td>
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<td>Alzheimer's and Dementia</td>
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<td>Healthy Aging</td>
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<td>10544107</td>
<td>Death and Dying</td>
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<td>10544108</td>
<td>Developing the Gerontology Professional *#</td>
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General Studies Courses **
- 10801136 English Composition 1 3 cr.
- 10801198 Speech or 3 cr.
- 10801196 Oral/Interpersonal Communication 3 cr.
- 10806198 Human Biology or 3 cr.
- 10806177 General Anatomy and Physiology 4 cr.
- 10809159 Abnormal Psychology * 3 cr.
- 10809172 Introduction to Diversity Studies 3 cr.
- 10809198 Introduction to Psychology 3 cr.
- General Studies Total: 19 cr.

TOTAL PROGRAM REQUIREMENTS 60
* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.
# Credit for prior learning not applicable for these courses.
You must earn a grade point of 2.0 or better in all 105XXXXX courses.
Go to witc.edu for most current information.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>Number employed</th>
<th>% employed in WITC district</th>
<th>Range of yearly salary</th>
<th>Average yearly salary</th>
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<tbody>
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<tr>
<td>7</td>
<td>Employed in related field</td>
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*Range of yearly salary and average yearly salary based on composite from Wisconsin's 16 technical college districts (WTCS) which may or may not include WITC graduates.
Community-Based Residential Facility (CBRF) Caregiver
30-544-2 Technical Diploma (less than one-year)

Campuses: Ashland, New Richmond, Rice Lake, Superior

Program Overview
Upon successful completion of this program, you will be added to the Wisconsin CBRF Employee Registry and will receive the American Red Cross First Aid Basic with Choking Certification of Completion. Coursework will include the following training modules: Fire Safety, Medication Administration and Management, Standard Precautions, First Aid and Choking, Resident’s Rights and Challenging Behaviors. Complete the online application or contact Student Services. When completing an online application, select the Community-Based Residential Facility (CBRF) Caregiver program from the program of choice dropdown list.

Program Outcomes
CBRF Caregiver graduates will be able to:
- Practice safe medication storage and administration
- Advocate for the fair and ethical treatment of all residents
- Respond appropriately to challenging behaviors
- Practice standard precautions in all situations in the residential setting
- Apply American Red Cross (ARC) first aid and choking emergency procedures
- Apply the basics of fire, fire prevention and emergent response

Career Outlook
CBRF Caregiver program graduates will be well prepared to use their knowledge, skills and abilities in a variety of positions in diverse CBRF settings such as:
- Assisted Living
- Memory Care
- Group Homes
- Transitional Housing

Curriculum

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Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

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<th>Number of graduates</th>
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<th>Range of yearly salary</th>
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<td>25</td>
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<td>89%</td>
<td>$20,798-$28,598</td>
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<td>13</td>
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</table>
Dementia Care
61-544-2 Pathway Certificate

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*
Outreach Centers: Hayward*, Ladysmith*

*Hybrid instruction

Overview
You will gain relevant and emerging information related to dementia types, symptoms and progression. You will be provided with practical tools and strategies that promote effective communication, honor human dignity, and support the importance of advanced planning. You will examine ways to positively impact your community through advocacy, education and other cutting edge initiatives based on coursework and experiential learning activities.

Special Features
- Flexible course selection and scheduling designed to assist with life planning
- 8-week rotating block courses offered in online and in-person evening formats
- Part-time and full-time program options with flexible entry and exit
- Ideal for people entering the job market or choosing to enhance their current careers in service delivery or leadership roles within the gerontology field
- Blend program offerings with Healthcare, Emergency Services, Human Services, or Business Programs
- This a unique program in the state

How to Apply
Complete the online application or contact Student Services. When completing an online application, select the Dementia Care certificate from the program of choice dropdown list.

Outcomes
The Dementia Care Certificate will prepare you to:
- Analyze the physical, social, psychological, and spiritual aspects of aging throughout the lifespan
- Analyze the physical, social, psychological, and spiritual aspects of dementia
- Apply ethical and legal practice consistent with a gerontology professional
- Identify the role of the gerontology professional in the connection of service delivery
- Identify strategies to cultivate an age-friendly community

Career Outlook
Upon completing the Dementia Care certificate you will be well prepared to use their knowledge, skills and abilities working with older adults in a variety of positions in diverse settings such as:
- Hospitals
- Hospice
- Home Health Care and Assisted Living
- Long-Term Care, Nursing Homes and Group Homes
- Adult Care
- Senior Centers
- Community, Non-Profit and Government Agencies
- Counseling Centers
- Business and Industry

Related Programs/Certificates
- Human Services Associate
- Nursing - Associate Degree
- Occupational Therapy Assistant
- Medical Assistant
- Paramedic Technician
- EMT - Paramedic
- Nursing Assistant
- Community-Based Residential Facility (CBRF) Caregiver
- Gerontology for Healthcare Professionals

Curriculum
<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>10544100</td>
<td>Communication of Aging</td>
<td>3</td>
</tr>
<tr>
<td>10544107</td>
<td>Death and Dying</td>
<td>3</td>
</tr>
<tr>
<td>10544105</td>
<td>Alzheimer's and Dementia</td>
<td>3</td>
</tr>
<tr>
<td>10544111</td>
<td>Legal and Financial Issues of Aging</td>
<td>3</td>
</tr>
</tbody>
</table>

CERTIFICATE REQUIREMENTS 12

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

| Number of graduates | 10 |
| Number of responses | 9  |
| Number available for employment | 6  |
| Number employed | 5  |
| Percent employed | 83% |
| Employed in related field | 72% |
| % employed in WITC district | 50% |
| Range of yearly salary | -* |
| Average yearly salary | -* |

*Insufficient data to report.

2019/2020
Gerontology for Healthcare Professionals
61-544-1 Pathway Certificate

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*
Outreach Centers: Hayward*, Ladysmith*

*Hybrid instruction

Overview
You will be able to directly apply your acquired theory, knowledge and practical skills within a variety of professional settings. This pathway certificate is designed to enhance the education and experience of practitioners who work directly with older adults in healthcare and clinical settings, community-based programs, residential facilities, and private or for-profit business and industry.

Special Features
• Flexible course selection and scheduling designed to assist with life planning
• 8-week rotating block courses offered in online and in-person evening formats
• Part-time and full-time program options with flexible entry and exit
• Ideal for people entering the job market or choosing to enhance their current careers in service delivery or leadership roles within the gerontology field
• Blend program offerings with Healthcare, Emergency Services, Human Services, or Business Programs
• This is a unique program in the state

How to Apply
Complete the online application or contact Student Services. When completing an online application, select the Gerontology for Healthcare Professionals certificate from the program of choice dropdown list.

Outcomes
The Gerontology for Healthcare Professionals certificate will prepare you to:
• Analyze the physical, social, psychological, and spiritual aspects of aging throughout the lifespan
• Apply ethical and legal practice consistent with a gerontology professional
• Identify the role of the gerontology professional in the connection of service delivery
• Identify strategies to cultivate an age-friendly community

Career Outlook
Upon completing the Gerontology for Healthcare Professionals certificate you will be well prepared to use your knowledge, skills and abilities working with older adults in a variety of positions in diverse settings such as:
• Hospitals
• Hospice
• Home Health Care and Assisted Living
• Long-Term Care, Nursing Homes and Group Homes
• Adult Care
• Senior Centers
• Community, Non-Profit and Government Agencies
• Counseling Centers
• Business and Industry

Related Programs/Certificates
• Human Services Associate
• Nursing - Associate Degree
• Occupational Therapy Assistant
• Medical Assistant
• Paramedic Technician
• EMT-Paramedic
• Nursing Assistant
• Community-Based Residential Facility (CBRF) Caregiver
• Dementia Care

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>10544101</td>
<td>Social Gerontology</td>
<td>3</td>
</tr>
<tr>
<td>10544105</td>
<td>Alzheimer's and Dementia</td>
<td>3</td>
</tr>
<tr>
<td>10544110</td>
<td>Programs of Aging Services</td>
<td>3</td>
</tr>
<tr>
<td>10544100</td>
<td>Communication of Aging</td>
<td>3</td>
</tr>
</tbody>
</table>

CERTIFICATE REQUIREMENTS 12

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>Number employed</th>
<th>% employed in WITC district</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>3</td>
<td>67%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Number of responses</th>
<th>Percent employed</th>
<th>Range of yearly salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>100%</td>
<td>-*</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Number available for employment</th>
<th>Employed in related field</th>
<th>Average yearly salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>3</td>
<td>-*</td>
</tr>
</tbody>
</table>

*Insufficient data to report.
10520103 Ethics in Human Services - Credits: 3
This course explores the ethical, legal, and professional issues facing the human services field. It is designed to teach a process of ethical decision-making and to increase awareness of the complexities in practice. Students are introduced to the current state and federal statutes, regulations, and judicial decisions that govern the professional practice in human services. Standards, code of ethics, clients' rights, and confidentiality are emphasized.

10520112 Family Systems - Credits: 3
This course focuses on issues related to families and family functioning relevant to the human services field. Major areas of focus will include child maltreatment, domestic violence, and addiction, with emphasis on relevant helping skills and services.

10544100 Communication of Aging - Credits: 3
Develop effective communication strategies and supportive interview techniques that enhance rapport and relationships with aging populations. Apply ethical principles, standards and boundaries that acknowledge self-determination.

10544101 Social Gerontology - Credits: 3
Explore aging in respect to social roles and processes. Topics include history of aging, demographics, family relationships, social supports, economics, retirement, loss, poverty and politics of aging.

10544102 Psychological Aspects of Aging - Credits: 3
Recognize how experience and history affect the value and societal expectations of each generation. Understand diversity among older adults including, but not limited to, race; ethnicity; culture; sexual orientation; and physical, cognitive and developmental disabilities.

10544104 Physical Aspects of Aging - Credits: 3
Analyze normal and pathological changes occurring in the aging human body with special emphasis on age-related chronic diseases. Topics addressed include analysis of biological theories of aging, cultural/ethnic influence on aging pathologies, and other factors impacting the aging process.

10544105 Alzheimer's and Dementia - Credits: 3
Examine the signs, symptoms and stages of Alzheimer's and other forms of dementia and how these diseases affect physiology and brain function. This course focuses on the principles of communicating and providing care to individuals with memory loss and confusion while learning the best practices for dealing with behavior changes, challenges with the activities of daily living, and strategies to assist caregivers.

10544106 Healthy Aging - Credits: 3
Investigate practices that promote healthy aging including nutrition, physical activity, prevention practices, and commonly prescribed medications for the older adult. Emphasis will focus on the "well" elderly population and practices identified to address current aging trends.

10544107 Death and Dying - Credits: 3
Explore societal, cultural, and personal views of death, dying, and bereavement. Examine losses experienced during the course of aging beyond the physical and emotional process of death and dying. Determine strategies for healthy transitions in coping with loss.

10544108 Developing the Gerontology Professional - Credits: 3
Examine the various roles of the aging services professional and the contexts in which they work. Apply relationship building, communication, ethical standards, self-care planning and practices, documentation, and other related skills to case studies and real-life situations. Function as an interdisciplinary team member addressing the complex needs of aging adults. PREREQUISITE: 10520103 Ethics in Human Services and successful completion of 15 credits of 105201XX or 105441XX coursework.

10544112 Gerontology Fieldwork - Credits: 3
Examine the scope, values, and principles of the gerontology profession. Coursework introduces the typical roles and duties of aging services professionals. Students assess their own motivations, attitudes, and interests. In addition to the regular classroom hours, observation and fieldwork in a community-based setting working with older adults is required. Students must complete or have on file current, valid Background Information Disclosure (BID) and Caregiver Background Check (Wisconsin and/or Minnesota) forms, as part of this course. PREREQUISITE: 10544108 Developing the Gerontology Professional and Corequisites. Successful completion or co-enrollment in all other core program courses.

10544111 Legal and Financial Issues of Aging - Credits: 3
Analyze legal and financial concepts and structures including Power of Attorney for health care/finance, guardianships, trusts, reallocation of assets, spending down, Medicare/Medicaid benefits, supplemental insurance, Social Security, elder abuse/neglect, financial exploitation, and relevant governmental policies. Apply knowledge through advocacy to benefit aging adults on local, state and federal levels.

10544110 Programs of Aging Services - Credits: 3
Explore the wide spectrum of programs and services available to older adults that address a variety of physical, mental, emotional, social, financial, legal, spiritual, and recreational needs. Examine social policy as it relates to aging and available federal funding for the aging consumer including community resources, eligibility criteria, and how to access and coordinate services. Additional topics include supplementing social networking and enhancing mental health functioning.

10575100 CBRF Caregiver Fundamentals - Credits: 2
In this credit-based course, students will obtain the knowledge and skills required to become Community-Based Residential Facility (CBRF) caregivers. Coursework will include the following training modules: DHS 63.20 (2) (b) CBRF Fire Safety; DHS 63.20 (2) (d) CBRF Medication Administration and Management; DHS 63.20 (2) (a) CBRF Standard Precautions, DHS 63.20 (2) (c) CBRF First Aid and Choking, DHS 63.21 (1) CBRF Resident's Rights, and DHS 63.21 (2) CBRF Challenging Behaviors. Upon successful completion of this course, students are added to the Wisconsin CBRF Employee Registry and will receive the American Red Cross First Aid Basic with Choking Certification of Completion.
## Health Information Technology Pathway

### You could take this first and get a credential.

<table>
<thead>
<tr>
<th>Medical Coding Specialist</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Technical Diploma</strong></td>
<td>Medical Coding Specialist, Clinical Coding Specialist, Claims Analyst</td>
</tr>
<tr>
<td>28 Credits / 1 Year Full Time; Part Time Option Available</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Medical Coding Specialist, Clinical Coding Specialist, Claims Analyst</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Range of Yearly Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>$27,558*-$86,293* annually</td>
</tr>
</tbody>
</table>

*Range of yearly salary and average yearly salary based on composite from Wisconsin’s 16 technical college districts (WTCS) which may or may not include WITC graduates.

### Continue your education to obtain an associate degree.

<table>
<thead>
<tr>
<th>Health Information Technology</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Associate Degree</strong></td>
<td>Health Information Technician, HIM Supervisor, Insurance/Business Specialist</td>
</tr>
<tr>
<td>61 Credits / 2 Years Full Time; Part Time Options Available</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Health Information Technician, HIM Supervisor, Insurance/Business Specialist</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Range of Yearly Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>$31,807-$50,000 annually</td>
</tr>
</tbody>
</table>

### Continue your education to obtain a bachelor’s degree.

<table>
<thead>
<tr>
<th>BEYOND WITC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor’s Degree</td>
</tr>
<tr>
<td>Lakeland University</td>
</tr>
<tr>
<td>The College of St. Scholastica+</td>
</tr>
<tr>
<td>UW LaCrosse+</td>
</tr>
<tr>
<td>UW Oshkosh</td>
</tr>
<tr>
<td>UW Stout</td>
</tr>
</tbody>
</table>

**Important Notes on Transferring:**

- Check out witc.edu/transfer for details on specific agreements listed
- The colleges listed have developed a Technical Diploma/Associate Degree to Bachelor Degree Articulation Agreement with WITC
- * These colleges have developed an agreement directly related to the Health Information Technology Program
- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities
- Transferology, www.transferology.com, or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process.
Health Information Technology
10-530-1 Associate Degree (two-year)  Financial Aid Eligible

Campus: Online

Program Overview
A degree in Health Information Technology (HIT) gives graduates the ability to work in healthcare with a focus on managing health information rather than on direct patient interaction. With this degree you will gain competency in medical coding, ensuring the integrity of health information, analyzing data, adhering to legal and regulatory standards, leading a team and quality management. You’ll master this content through simulated learning activities and with the use of academic software applications (electronic health records, encoders, etc.).

Special Features
• All courses will be offered online
• The program may be completed in a full-time or part-time format
• Students will attend clinical rotations in the second year (third or fourth semesters) of the program

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Have earned a high school diploma or GED certificate; current high school seniors must provide both a current high school transcript and a final transcript with confer date
• Review and sign Background Check Disclosure
• Review and sign Functional Abilities Disclosure
• Complete admissions meeting with a WITC counselor (academic admission requirements apply - see page 30 for more information)

Program-Specific Requirements
• Submit Background Check fee
• Have an acceptable Wisconsin Caregiver Background Check, National Criminal Background Check, Minnesota Caregiver Background Check (if applicable), and/or other states as applicable
• Pass a physical exam, have current immunizations and demonstrate negative status for tuberculosis (Tb)
• Review and sign Nursing and Allied Health Division Confidentiality Statement
• Attend a mandatory program orientation session

Program Outcomes
Health Information Technology graduates will be able to:
• Apply data governance principles to ensure the quality of health data
• Apply coding and reimbursement systems
• Model professional behaviors and ethics
• Apply informatics and analytics in data use
• Apply organizational management techniques

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Health Information Technician
• HIM Supervisor
• Insurance/Business Specialist

The Health Information Technology (Associate Degree) program is accredited by the Commission on Accreditation for Health Informatics and Information Management Education (CAHIIM).

Graduate Employment Information
(WTCS Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Category</th>
<th>Number</th>
<th>Percent</th>
<th>% Employed in WITC District</th>
<th>Range of Yearly Salary</th>
<th>Average Yearly Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of graduates</td>
<td>10</td>
<td>100%</td>
<td>90%</td>
<td>$31,807-$50,000</td>
<td>$38,664</td>
</tr>
<tr>
<td>Number of responses</td>
<td>10</td>
<td></td>
<td>100%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Number available for employment</td>
<td>9</td>
<td></td>
<td></td>
<td></td>
<td></td>
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Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1050101</td>
<td>Medical Terminology</td>
<td>3 cr.</td>
</tr>
<tr>
<td>1050107</td>
<td>Digital Literacy for Healthcare</td>
<td>2 cr.</td>
</tr>
<tr>
<td>1050161</td>
<td>Health Quality Management *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>1050162</td>
<td>Foundations of HIM *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>1050163</td>
<td>Healthcare Stats and Analytics *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>1050164</td>
<td>Intro to Healthcare Informatics *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>1050165</td>
<td>Intermediate Coding *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>1050166</td>
<td>HIT Capstone *</td>
<td>1 cr.</td>
</tr>
<tr>
<td>1050167</td>
<td>Management of HIM Resources *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>1050178</td>
<td>Healthcare Law &amp; Ethics *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>1050182</td>
<td>Human Disease for the Health Professions *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>1050184</td>
<td>CPT Coding *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>1050185</td>
<td>Healthcare Reimbursement *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>1050196</td>
<td>Professional Practice *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>1050197</td>
<td>ICD Diagnosis Coding *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>1050199</td>
<td>ICD Procedure Coding *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>1050166</td>
<td>HIT Capstone *</td>
<td>1 cr.</td>
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<tr>
<td>1050165</td>
<td>Intermediate Coding *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>1050162</td>
<td>Foundations of HIM *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>1050164</td>
<td>Intro to Healthcare Informatics *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>1050167</td>
<td>Management of HIM Resources *</td>
<td>3 cr.</td>
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<tr>
<td>1050178</td>
<td>Healthcare Law &amp; Ethics *</td>
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</tr>
<tr>
<td>1050182</td>
<td>Human Disease for the Health Professions *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>1050184</td>
<td>CPT Coding *</td>
<td>3 cr.</td>
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<td>1050185</td>
<td>Healthcare Reimbursement *</td>
<td>2 cr.</td>
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<td>1050199</td>
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<td>2 cr.</td>
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<tr>
<td>1050166</td>
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<tr>
<td>1050165</td>
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<td>3 cr.</td>
</tr>
<tr>
<td>1050162</td>
<td>Foundations of HIM *</td>
<td>3 cr.</td>
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<td>1050164</td>
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<td>1050185</td>
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<td>1050199</td>
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<td>1050184</td>
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<td>1050185</td>
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<tr>
<td>1050197</td>
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<td>3 cr.</td>
</tr>
<tr>
<td>1050199</td>
<td>ICD Procedure Coding *</td>
<td>2 cr.</td>
</tr>
</tbody>
</table>

Technical Studies Total
61 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.
You must earn a grade point of 2.0 or better in all required courses.
Course repeat policies exist that allow for only a certain number of retakes within this program; please refer to the policies for details.
Medical Coding Specialist
31-530-2 Technical Diploma (one-year)

Campus: Online

Program Overview
The Medical Coding Specialist reviews medical documentation provided by physicians and other healthcare providers and translates this into numeric codes. The coding specialist assigns and sequences diagnostic and procedural codes using universally-recognized coding systems. Several uses of coded data are for payment of healthcare claims, statistics and medical research.

Special Features
- All courses will be offered online
- The program may be completed in a full-time or part-time format
- Students completing the one-year Medical Coding Specialist program have the option of returning to complete the associate degree Health Information Technology program; see page 144 for information on the Health Information Technology program

Admission Requirements
- Complete application form and submit with fee (fee waiver may apply if previously submitted)
- Have earned a high school diploma or GED certificate; current high school seniors must provide both a current high school transcript and a final transcript with confer date
- Review and sign Functional Abilities Disclosure
- Review and Sign Gainful Employment Disclosure
- Complete admissions meeting with a WITC counselor (academic admission requirements apply - see page 30 for more information)

Program-Specific Requirement
- Attend a mandatory program orientation session

Program Outcomes
Medical Coding Specialist graduates will be able to:
- Collect health data
- Model professional behaviors and ethics
- Use electronic applications to support coding and data collection
- Apply coding and reimbursement systems

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
- Medical Coding Specialist
- Clinical Coding Specialist
- Claims Analyst

Graduates are eligible to take the National Clinical Coding Associate (CCA) certification examination through the American Health Information Management Association (AHIMA).

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/medical-coding-specialist/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>18</th>
<th>Number employed</th>
<th>14</th>
<th>% employed in WITC district</th>
<th>57%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of responses</td>
<td>17</td>
<td>Percent employed</td>
<td>88%</td>
<td>Range of yearly salary</td>
<td>$27,558-$86,293*</td>
</tr>
<tr>
<td>Number available for employment</td>
<td>16</td>
<td>Employed in related field</td>
<td>7</td>
<td>Average yearly salary</td>
<td>$38,771*</td>
</tr>
</tbody>
</table>

*Range of yearly salary and average yearly salary based on composite from Wisconsin's 16 technical college districts (WTCS) which may or may not include WITC graduates.
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

1050101 Medical Terminology - Credits: 3
Focuses on the component parts of medical terms: prefixes, suffixes and word roots. Students practice formation, analysis and reconstruction of terms. Emphasis on spelling, definition and pronunciation. Introduction to operative, diagnostic, therapeutic and symptomatic terminology of all body systems, as well as systemic and surgical terminology.

1050107 Digital Literacy for Healthcare - Credits: 2
The focus of this course is the use of technology in healthcare. Learners use common business software applications, including word processing, presentation, spreadsheet, and databases. Communication methods using technology are addressed. Learners gain experience with using the electronic health record (EHR), Healthcare EHR security issues, social media use, and digital healthcare resources are examined. Computer skills proficiency developed as a part of this course.

10530161 Health Quality Management - Credits: 3
Explores the programs and processes used to manage and improve healthcare quality. Addresses regulatory requirements as related to performance measurement, assessment, and improvement, required monitoring activities, risk management and patient safety, utilization management, and medical staff credentialing. Emphasizes the use of critical thinking and data analysis skills in the management and reporting of data. PREREQUISITE: 10530163 Healthcare Stats and Analytics.

10530162 Foundations of HIM - Credits: 3
Introduces learners to the healthcare delivery system, and the external forces that influence healthcare delivery. Sets understanding for the expectations and standards related to professional ethics, confidentiality and security of health information. Differentiates the use and structure of healthcare data elements, data standards, and the relationships between them. Prepares learners to collect and maintain health data to ensure a complete and accurate health record. PREREQUISITE: Admission to plan 105301 Health Information Technology or 315302 Medical Coding Specialist and COREQUISITE: 10501107 Digital Literacy for Healthcare.

10530163 Healthcare Stats and Analytics - Credits: 3
Explores the management of medical data for statistical purposes focusing on descriptive and inferential statistics including definition, collection, calculation and compilation of numerical data. Examines data analytics, retrieval, presentation and research methodologies. PREREQUISITE: 10530162 Foundations of HIM.

10530164 Intro to Healthcare Informatics - Credits: 3
Emphasizes the role of information technology in healthcare through an investigation of the electronic health record (EHR), business, and health information software applications. Learners will develop skills to assist in enterprise information management and database architecture design and implementation. PREREQUISITES: 10530162 Foundations of HIM and 10501107 Digital Literacy for Healthcare.

10530165 Intermediate Coding - Credits: 3
Prepares students to assign ICD and CPT/HCPCS codes supported by medical documentation and official coding guidance to support appropriate reimbursement. Students will participate in CDI activities, including preparation of appropriate physician queries in accordance with compliance guidelines. PREREQUISITES: 10530184 CPT Coding and 10530197 ICD Diagnosis Coding and successful completion of COREQUISITE: 10530199 ICD Procedure Coding is required prior to taking Intermediate Coding.

10530166 HIT Capstone - Credits: 1
Explore technical skills and professional attributes desired for the HIM profession, and conduct activities to assess one’s own readiness to enter the health information industry. COREQUISITE: 10530196 Professional Practice.

10530167 Management of HIM Resources - Credits: 3
Examines the principles of management to include planning, organizing, human resource management, directing, and controlling as related to the health information department. PREREQUISITE: 10530162 Foundations of HIM.

10530178 Healthcare Law & Ethics - Credits: 2
Examines regulations for the content, use, confidentiality, disclosure, and retention of health information. An overview of the legal system and ethical issues are addressed. PREREQUISITE: 10530162 Foundations of HIM.

10530182 Human Disease for the Health Professions - Credits: 3
Prepares students to assign ICD diagnosis codes supported by medical documentation, with entry level proficiency. Learners apply instructional notations, conventions, rules, and official coding guidelines when assigning ICD codes to case studies and actual medical record documentation. PREREQUISITE: Admission to plan 105301 Health Information Technology or 315302 Medical Coding Specialist and COREQUISITES: 10501101 Medical Terminology, 10530182 Human Disease for the Health Professions and 10806177 General Anatomy and Physiology.

10530184 CPT Coding - Credits: 3
Prepares students to assign CPT/HCPCS codes, supported by medical documentation, with entry level proficiency. Learners apply instructional notations, conventions, rules, and official coding guidelines when assigning codes to case studies and actual medical record documentation. PREREQUISITES: 10530110 Medical Terminology, 10530182 Human Disease for the Health Professions and 10806177 General Anatomy and Physiology.

10530185 Healthcare Reimbursement - Credits: 2
Prepares learners to compare and contrast health care payers, illustrate the reimbursement cycle, and to comply with regulations related to fraud and abuse. Learners apply prospective payment systems using computerized encoding and grouping software. COREQUISITES: 10530162 Foundations of HIM, 10530182 Human Disease for the Health Professions, 10530184 CPT Coding, 10530197 ICD Diagnosis Coding, and 10530199 ICD Procedure Coding.

10530196 Professional Practice - Credits: 3
Applies previously acquired skills and knowledge by means of clinical experiences in the technical procedures of health record systems and discussion of clinical situations. Student may participate in a supervised clinical experience in healthcare facilities. PREREQUISITE: 10530165 Intermediate Coding and COREQUISITES: 10530161 Health Quality Management, 10530167 Management of HIM Resources, and 10530166 HIT Capstone.

10530197 ICD Diagnosis Coding - Credits: 3
Prepares students to assign ICD diagnosis codes supported by medical documentation. Students apply instructional notations, conventions, rules, and official coding guidelines when assigning ICD diagnosis codes to case studies and actual medical record documentation. PREREQUISITE: Admission to plan 105301 Health Information Technology or 215302 Medical Coding Specialist and COREQUISITES: 10501101 Medical Terminology, 10530182 Human Disease for the Health Professions and 10806177 General Anatomy and Physiology.

10530199 ICD Procedure Coding - Credits: 2
Prepares students to assign ICD procedure codes supported by medical documentation with entry-level proficiency. Students apply instructional notations, conventions, rules, and official coding guidelines when assigning ICD procedure codes to case studies and actual medical record documentation. PREREQUISITES: Admission to plan 105301 Health Information Technology or 315302 Medical Coding Specialist 10501101 Medical Terminology, and 10806177 General Anatomy and Physiology and COREQUISITE: 10530182 Human Disease for the Health Professions.
### Medical Assistant Pathway

#### You could take this first and get a credential.

<table>
<thead>
<tr>
<th>Patient Services Specialist</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Diploma</td>
<td>Medical Insurance Clerk, Medical Receptionist, Patient Scheduler, Healthcare Customer Service Representative</td>
</tr>
<tr>
<td>17 Credits / 1 Year / 2 Semesters Part Time</td>
<td></td>
</tr>
</tbody>
</table>

#### Continue your education to obtain a technical diploma.

<table>
<thead>
<tr>
<th>Medical Assistant</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Diploma</td>
<td>Medical Assistant, Clinical Assistant, Phlebotomist</td>
</tr>
<tr>
<td>33 Credits / 1 Year Full Time; Part Time Options Available</td>
<td></td>
</tr>
</tbody>
</table>

#### Range of Yearly Salary

- $26,786-$42,530 annually

#### Continue your education to obtain a bachelor’s degree.

<table>
<thead>
<tr>
<th>BEYOND WITC</th>
<th>Important Notes on Transferring:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor’s Degree</td>
<td>- Check out witc.edu/transfer for details on specific agreements listed</td>
</tr>
<tr>
<td>UW-Stout</td>
<td>- The college listed has developed a Technical Diploma to Bachelor Degree Articulation Agreement with WITC</td>
</tr>
<tr>
<td></td>
<td>- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities</td>
</tr>
<tr>
<td></td>
<td>- Transferology, <a href="http://www.transferology.com">www.transferology.com</a>, or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process.</td>
</tr>
</tbody>
</table>
Medical Assistant
31-509-1 Technical Diploma (one-year)

Campuses: Ashland, New Richmond, Rice Lake, Superior

Program Overview
Medical assistants are multi-skilled health professionals specifically educated to work in ambulatory settings performing administrative and clinical duties. The practice of medical assisting directly influences the public's health and well-being, and requires mastery of a complex body of knowledge and specialized skills requiring both formal education and practical experience that serve as standards for entry into the profession.

The Medical Assistant program prepares individuals to assist physicians in their offices or other medical settings. Medical assistants, sometimes referred to as clinical assistants, perform a wide range of duties. The medical assistant is responsible for medical and surgical asepsis, taking vital signs, drawing blood, giving injections, assisting the physician with examinations and surgery, administering ECGs and administering medications. The business/administrative duties include patient reception, appointment making, record keeping, filing, bookkeeping, insurance handling, typing medical correspondence and transcription and computer applications. Laboratory functions include specimen collection, performance of basic laboratory tests and microscopic work.

The minimum goal for the Medical Assistant program, as identified by the AAMA, is to prepare competent entry-level medical assistants in the cognitive (knowledge), psychomotor (skills), and affective (behavior) learning domains.


Admission Requirements
- Complete application form and submit with fee (fee waiver may apply if previously submitted)
- Have earned a high school diploma or GED certificate; current high school seniors must provide both a current high school transcript and a final transcript with confer date
- Review and sign Background Check Disclosure
- Review and sign Functional Abilities Disclosure
- Review and sign Gainful Employment Disclosure
- Complete admissions meeting with a WITC counselor (academic admission requirements apply)

Program-Specific Requirements
- Submit Background Check fee
- Have an acceptable Wisconsin Caregiver Background Check, National Criminal Background Check, Minnesota Caregiver Background Check (if applicable), and other states, if applicable (required at program start and prior to practicum)
- Pass a physical exam, have current immunizations, and demonstrate negative status for tuberculosis (Tb)
- Possess current certification of First Aid and "CPR for Healthcare Providers" or equivalent
- Review and sign Nursing and Allied Health Division Confidentiality Statement
- Attend a mandatory program orientation session

Program Outcomes
Medical Assistant graduates will be able to:
- Perform medical office administrative functions
- Provide patient care in accordance with regulations, policies, laws, and patient rights
- Perform medical laboratory procedures
- Demonstrate professionalism in a healthcare setting
- Demonstrate safety and emergency practices in a healthcare setting

Graduates of the program are eligible to sit for the Certified Medical Assistant examination.

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree programs annually.

Career Outlook
Typical positions available after graduation include:
- Medical Assistant
- Clinical Assistant
- Phlebotomist

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of Graduates</th>
<th>Number of responses</th>
<th>Number available for employment</th>
<th>Number employed</th>
<th>Percent employed</th>
<th>% Employed in WITC district</th>
<th>Range of Yearly Salary</th>
<th>Average Yearly Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019/2020</td>
<td>31</td>
<td>30</td>
<td>29</td>
<td>29</td>
<td>100%</td>
<td>56%</td>
<td>$26,786-$42,530</td>
<td>$32,034</td>
</tr>
</tbody>
</table>

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/medical-assistant/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

31509308 Pharmacology for Allied Health - Credits: 2
Introduces students to medication classification and basic pharmacology principles. Students apply basic pharmacodynamics to identify common medications and calculate dosages in preparation for medication administration. PREREQUISITES: 10501101 Medical Terminology, 31509302 Human Body in Health and Disease, 31509303 Medical Assistant Laboratory Procedures 1, and 31509304 Medical Assistant Clinical Procedures 1 and COREQUISITES: 31509305 Medical Assistant Laboratory Procedures 2, 31509306 Medical Assistant Clinical Procedures 2, and 31509307 Medical Office Insurance and Finance.

31509301 Medical Assistant Administrative Procedures - Credits: 2
Introduces medical assistant students to office management, business administration, and the electronic medical record (EMR) in the medical office. Students learn to schedule appointments, perform filing, record keeping, telephone and reception duties, communicate effectively with patients and other medical office staff, and keep an inventory of supplies. PREREQ: Declared Medical Assistant program (315091) or Patient Services Specialist plan (305092) and COREQUISITES: 10501107 Digital Literacy for Healthcare, 10501101 Medical Terminology, 31509302 Human Body in Health and Disease, 31509303 Medical Assistant Laboratory Procedures 1, and 31509304 Medical Assistant Clinical Procedures 1.

31509302 Human Body in Health and Disease - Credits: 3
Students learn to recognize human body structure and function in health and disease states. Students explore the causes, signs, and symptoms of diseases of the major body systems as well as the diagnostic procedures, usual treatment, prognosis, and prevention of diseases commonly diagnosed and treated in the medical office setting. COREQUISITE: 10501101 Medical Terminology.

31509303 Medical Assistant Laboratory Procedures 1 - Credits: 2
Introduces medical assistant students to laboratory procedures commonly performed by medical assistants in a medical office setting. Students perform CLIA waived routine laboratory procedures commonly performed in the ambulatory care setting. Students follow laboratory safety requirements and federal regulations while performing specimen collection and processing, microbiology and urinalysis testing. PREREQUISITE: Admission to Medical Assistant program and COREQUISITES: 10501107 Digital Literacy for Healthcare, 10501101 Medical Terminology, 31509302 Human Body in Health and Disease, 31509301 Medical Assistant Administrative Procedures, and 31509304 Medical Assistant Clinical Procedures 1.

31509304 Medical Assistant Clinical Procedures 1 - Credits: 4
Introduces medical assistant students to the clinical procedures performed in the medical office setting. Students perform basic examining room skills including screening, vital signs, patient history, minor surgery and patient preparation for routine and specialty exams in the ambulatory care setting. Learner explores communication principles and psychology theories related to patient care. PREREQUISITE: Admission into the Medical Assistant program and COREQUISITES: 10501107 Digital Literacy for Healthcare, 31509302 Human Body in Health and Disease, 10501101 Medical Terminology, 31509301 Medical Assistant Administrative Procedures and 31509303 Medical Assistant Laboratory Procedures 1.

31509305 Medical Assistant Laboratory Procedures 2 - Credits: 2
Prepares students to perform plethysmography and CLIA waived hematology, chemistry, immunology and laboratory procedures commonly performed by medical assistants in the ambulatory care setting. PREREQUISITES: 10501101 Medical Terminology, 31509302 Human Body in Health & Disease, 31509303 Medical Assistant Laboratory Procedures 1, and 31509304 Medical Assistant Clinical Procedures 1 and COREQUISITES: 31509306 Medical Assistant Clinical Procedures 2, 31509307 Medical Office Insurance and Finance, and 31501304 Pharmacology for Allied Health.

31509306 Medical Assistant Clinical Procedures 2 - Credits: 3
Prepares medical assistant students to perform patient care skills in the medical office setting. Students perform clinical procedures including administering medications, performing an electrocardiogram, assisting with respiratory testing, educating patients/community, assisting with emergency preparedness in an ambulatory care setting. PREREQUISITE: 10501101 Medical Terminology, 31509302 Human Body in Health & Disease, 31509303 Medical Assistant Laboratory Procedures 1, and 31509304 Medical Assistant Clinical Procedures 1 and COREQUISITES: 31509306 Medical Assistant Clinical Procedures 2, 31509307 Medical Office Insurance and Finance, and 31501304 Pharmacology for Allied Health.

31509307 Medical Office Insurance and Finance - Credits: 2
Introduces medical assistant students to health insurance and finance in the medical office. Students perform bookkeeping procedures, apply managed care guidelines, and complete insurance claim forms. Students use medical coding and managed care terminology to perform insurance-related duties. PREREQUISITES: 10501101 Medical Terminology and 31509302 Human Body in Health and Disease, 31509303 Medical Assistant Laboratory Procedures 1, and 31509304 Medical Assistant Clinical Procedures 1, and COREQUISITES: 10501107 Digital Literacy for Healthcare, 31509305 Medical Assistant Laboratory Procedures 2, 31509306 Medical Assistant Clinical Procedures 2, 31501308 Pharmacology for Allied Health.

31509309 Medical Law, Ethics and Professionalism - Credits: 2
Prepares students to display professionalism and perform within ethical and legal boundaries in the health care setting. Students maintain confidentiality, examine legal aspects of the medical record, perform quality improvement procedures, examine legal and bioethical issues, and demonstrate awareness of diversity.

31509310 Medical Assistant Practicum - Credits: 3
Requires medical assistant students to integrate and apply knowledge and skills from all previous medical assistant courses in actual ambulatory health care settings. Learners perform medical assistant administrative, clinical, and laboratory duties under the supervision of trained mentors to effectively transition to the role of a medical assistant. This is a supervised, unpaid, clinical experience. AAMA required Practicum - 160 minimum hours (AAMA minimum) up to 216 hours. PREREQUISITES: Current Health Care Provider CPR and first aid, successful completion or standing in all other program courses, approval of program faculty, compliance with Wisconsin Caregiver Law, and program Health Requirements are met.

10501101 Medical Terminology - Credits: 3
Focuses on the component parts of medical terms: prefixes, suffixes and word roots. Students practice formation, analysis and reconstruction of terms. Emphasis on spelling, definition and pronunciation. Introduction to operative, diagnostic, therapeutic and symptomatic terminology of all body systems, as well as systemic and surgical terminology.

10501107 Digital Literacy for Healthcare - Credits: 2
The focus of this course is the use of technology in healthcare. Learners use common business software applications, including word processing, presentation, spreadsheet, and databases. Communication methods using technology are addressed. Learners gain experience with using the electronic health record (EHR), Healthcare EHR security issues, social media use, and digital healthcare resources are examined. Computer skills proficiency developed as a part of this course.
# Nursing Pathway

You could take this first and get a credential.

## Nursing Assistant
- **Technical Diploma (Not embedded, but a requirement for the Nursing programs)**
- 3 Credits / 120 Hour Course

<table>
<thead>
<tr>
<th>Nursing Assistant</th>
<th>Potential Careers</th>
<th>Range of Yearly Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Nursing Assistant</td>
<td>$13,571-$51,996 annually</td>
</tr>
</tbody>
</table>

## Practical Nursing
- 36 Credits / At Least 1 Year Full Time

<table>
<thead>
<tr>
<th>Practical Nursing</th>
<th>Potential Careers</th>
<th>Range of Yearly Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Licensed Practical Nurse</td>
<td>$19,239-$124,790* annually</td>
</tr>
</tbody>
</table>

*All WTCS information

## Potential Careers
- **Nursing Assistant**
- **Range of Yearly Salary**
  - $13,571-$51,996 annually

## Continue your education to obtain an associate degree.

## Nursing - Associate Degree
- **Associate Degree**
- 70 Credits / At Least 2 Years Full Time

<table>
<thead>
<tr>
<th>Nursing - Associate Degree</th>
<th>Potential Careers</th>
<th>Range of Yearly Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Registered Nurse</td>
<td>$29,118-$79,034 annually</td>
</tr>
</tbody>
</table>

## Practical Nursing
- 34 Credits / At Least One Year Full Time

<table>
<thead>
<tr>
<th>Practical Nursing</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Registered Nurse</td>
</tr>
</tbody>
</table>

## Potential Careers
- **Licensed Practical Nurse**
- **Range of Yearly Salary**
  - $19,239-$124,790* annually

*All WTCS information

## Continue your education to obtain a bachelor’s degree.

## BEYOND WITC

### Bachelor’s Degree
- Alverno College+
- Cardinal Stritch University+
- Chamberlain College of Nursing+
- Lakeland University
- Silver Lake College+
- Viterbo University+
- UW Eau Claire+***
- UW Green Bay+***
- UW Madison+***
- UW Milwaukee+***
- UW Oshkosh+***
- UW Stevens Point+**
- UW Stout
- UW Superior+

**Important Notes on Transferring:**
- Check out [witc.edu/transfer](http://witc.edu/transfer) for details on specific agreements listed
- The colleges listed have developed an Associate Degree to Bachelor Degree Articulation Agreement with WITC
- + These colleges have developed an agreement directly related to the Nursing - Associate Degree Program***
- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities
- Transferology, [www.transferology.com](http://www.transferology.com), or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process

***Current Registered Nurses and Graduates of the Nursing – Associate Degree program (after May 1996) are eligible to receive a total 60 transfer credits to be applied to a Bachelor of Science in Nursing degree from a UW System Collaborative Nursing Program (CNP).
Nursing - Associate Degree
10-543-1  Associate Degree (two-year)

Program Overview
Nursing is the dynamic interpersonal goal-directed process that seeks to promote optimal health within the context of individuals, families, community and society. The concept of caring, which is central to nursing, is communicated through both attitude and action. Nursing uses the nursing process, a problem-solving approach, to provide holistic care to individuals, families and groups within the healthcare system. Through collaboration with other healthcare professionals, nursing is responsive to the needs of the community across the health–illness continuum.

Special Features
An agreement between the Wisconsin Technical College System (WTCS) and the University of Wisconsin System (UWS) and some other private colleges allows graduates of the WTCS Nursing - Associate Degree program to transfer, with junior standing, into their baccalaureate nursing program. For the student that is a licensed practical nurse (LPN) and is interested in becoming a registered nurse (RN), WITC offers an "LPN Progression to ADN" track. The LPN Progression pathway provides advanced standing standing for nursing courses in ADN Semesters 1 and 2 of the WITC ADN program. Additionally, credits may be transferred from the practical nursing program if the General Studies and/or elective credits were at an associate degree level. Contact the campus admissions advisor for more information.

Pre-Nursing Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Complete Accuplacer entrance assessment to determine placement (waiver may apply with acceptable alternative test scores and/or postsecondary degree completion); note: required Accuplacer entrance assessment scores for core Nursing coursework are higher than Pre-Nursing scores
• Have earned a high school diploma or GED certificate; current high school seniors must provide documentation upon graduation
• Complete WITC pre-ADN Admissions Quiz
• Review and sign Background Check Disclosure
• Review and sign Functional Abilities Disclosure
• Complete admissions meeting with a WITC counselor

Program-Specific Requirements
Pre-Nursing students must complete the petition process to be eligible for the core Nursing program (go to: https://www.witc.edu/academic-programs/degree-programs-and-certificates/nursing-associate-degree/requirements-and-application for detailed requirements). In addition to the requirements above, students in this program must:
• Complete one year of high school chemistry or one term of college-level chemistry with a 2.0 or better
• Complete a Nursing Assistant course with grade of C (2.0) or better
• Review the online informational presentation (https://www.witc.edu/academic-programs/degree-programs-and-certificates/nursing-associate-degree/requirements-and-application)
• Complete priority petition for admission forms:
  - WITC transcripts to verify course completion (priority admission is given to students who have completed the ADN program-required General Studies courses)
  - Review and sign Background Check Disclosure
  - Review and sign the Functional Abilities Disclosure
• Complete and sign Intent to Enter form

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>Number employed</th>
<th>Percent employed</th>
<th>Employed in related field</th>
</tr>
</thead>
<tbody>
<tr>
<td>78</td>
<td>60</td>
<td>97%</td>
<td>59</td>
</tr>
</tbody>
</table>

Number of responses 62

2019/2020

Graduate Employment Information
Number of graduates: 78
Number of responses: 62
Number available for employment: 62

Financial Aid Eligible

Program-Specific Requirements

Electives
5 cr.

Total Program Requirements
70 cr.

Employability Essentials

The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook

Graduates of this program will be qualified for the following position:

Registered Nurse

WITC’s Nursing - Associate Degree program is accredited by the Accreditation Commission for Education in Nursing, Inc. (ACEN), formerly NLNAC, and approved by the Wisconsin State Board of Nursing. Concerns about the Nursing - Associate Degree program or questions about current status may be communicated to the Accreditation Commission for Education in Nursing, Inc. (ACEN), formerly NLNAC, located at 3343 Peachtree Road NE, Suite 850, Atlanta, GA 30326, phone 404-975-5000. Concerns may also be directed to the Wisconsin State Board of Nursing, PO Box 8935, Madison, WI 53708-8935, phone (608) 662-1565.

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10543101</td>
<td>Nursing Fundamentals *#</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10543102</td>
<td>Nursing Skills *#</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10543103</td>
<td>Nursing Pharmacology *#</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10543104</td>
<td>Nursing-Intr to Clinical Practice *#</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10543105</td>
<td>Nursing Health Alterations *#</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10543106</td>
<td>Nursing Health Promotion *#</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10543107</td>
<td>Nursing: Clinical Care Across Lifespan *#</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10543108</td>
<td>Nursing-Intr to Clinical Management *#</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10543109</td>
<td>Nursing: Complex Health Alterations 1 *#</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10543110</td>
<td>Nursing: Mental Health and Community Concepts *#</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10543111</td>
<td>Nursing: Intermediate Clinical Practice *#</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10543112</td>
<td>Nursing Advanced Skills *#</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10543113</td>
<td>Nursing: Complex Health Alterations 2 *#</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10543114</td>
<td>Nursing: Management and Professional Concepts *#</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10543115</td>
<td>Nursing: Advanced Clinical Practice *#</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10543116</td>
<td>Nursing Clinical Transition *#</td>
<td>2 cr.</td>
</tr>
</tbody>
</table>

Technical Studies Total
38 cr.

General Studies Courses

10801136 English Composition 1
3 cr.
10801196 Oral/Interpersonal Communication or Speech
3 cr.
10801199 Speech
3 cr.
10806177 General Anatomy and Physiology *
4 cr.
10806179 Advanced Anatomy and Physiology *
4 cr.
10806197 Microbiology *
4 cr.
10809188 Developmental Psychology
3 cr.
10809196 Introduction to Sociology
3 cr.
10809198 Introduction to Psychology
3 cr.
10809199 General Studies Total
27 cr.

Electives
5 cr.

Total Program Requirements
70 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.
# Course repeat and failure policies exist within the ADN program that allow for only a certain number of retakes and failures of these classes; please refer to these policies for details.

All courses in the ADN program must be completed with a grade of “C” (2.0) or better, except 10806177 General Anatomy & Physiology and 10806179 Advanced Anatomy & Physiology, which must be completed with a “B” or better.
Nursing Assistant
30-543-1 Technical Diploma (less than one-year)

Campuses: Ashland, New Richmond, Rice Lake, Superior, and Other Outreach Locations

Program Overview
The Nursing Assistant program provides classroom, laboratory instruction and supervised practice in area nursing homes and hospitals. The program is approved by the Wisconsin Department of Health Services (dhs.wisconsin.gov), Office of Quality Assurance (dhs.wisconsin.gov/rl_dsl/bqa.htm). After successfully completing this program, students will be eligible to complete the written and skills exams to be placed on the Wisconsin Nurse Aide Registry.

Admission Requirements
- Be at least 16 years old
- Complete application process
- Review and sign Background Check Disclosure
- Submit Background Check fee
- Have an acceptable Wisconsin Caregiver Background Check
- Attend a mandatory orientation session scheduled prior to start of class
- Review and sign Functional Abilities Disclosure

Program-Specific Requirements
- Demonstrate negative status for tuberculosis (Tb)
- Review and sign Nursing and Allied Health Division Confidentiality Statement

Program Outcomes
Nursing Assistant graduates will be able to:
- Communicate and interact effectively with clients, family, and co-workers
- Maintain and protect client rights
- Report information and record observations
- Demonstrate the ethical and legal responsibilities of the NA/HHA
- Provide safe care to a diverse population, meeting personal, physical and psychosocial client needs
- Assist with client rehabilitation and restorative care, promoting independence
- Assist clients with long-term, disabling conditions including dementia, always focusing on the strengths of the client
- Work cooperatively in a team environment
- Eligible to take the WI NA Competency evaluation

Career Outlook
Graduates of this program will be qualified for the following position:
- Nursing Assistant

Curriculum
<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>30543300</td>
<td>Nursing Assistant *</td>
<td>3 cr.</td>
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</tbody>
</table>

PROGRAM REQUIREMENTS 3 cr.

* This course requires a prerequisite and/or corequisite.

Qualifications for Entry on the Wisconsin Nurse Aide Registry. Upon completion of the program, students will be eligible to complete the written and skills exams to be placed on the Wisconsin Nurse Aid Registry. Cost of the registry exam is $125 (check/money order/credit card).

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>464</th>
<th>Number employed</th>
<th>152</th>
<th>% employed in WITC district</th>
<th>76%</th>
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</thead>
<tbody>
<tr>
<td>Number of responses</td>
<td>272</td>
<td>Percent employed</td>
<td>95%</td>
<td>Range of yearly salary</td>
<td>$13,571-$51,996</td>
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<tr>
<td>Number available for employment</td>
<td>160</td>
<td>Employed in related field</td>
<td>113</td>
<td>Average yearly salary</td>
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</tbody>
</table>
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

10543101 Nursing Fundamentals - Credits: 2
This course focuses on basic nursing concepts that the beginning nurse will need to provide care to diverse patient populations across the lifespan. Current and historical issues impacting nursing will be explored within the scope of nursing practice. The nursing process will be introduced as a framework for organizing the care of patients with alterations in cognition, elimination, comfort, grief, loss, mobility, integument, and fluid/electrolyte balance. PREREQUISITE: Admission to Nursing program and COREQUISITE: 10806177 General Anatomy and Physiology.

10543102 Nursing Skills - Credits: 3
This course focuses on development of clinical skills and physical assessment across the lifespan. Content includes mathematical calculations and conversions related to clinical skills, blood pressure assessment, aseptic technique, wound care, oxygen administration, tracheostomy care, suctioning, management of enteral tubes, basic medication administration, glucose testing, enemas, ostomy care, and catheterization. In addition the course includes techniques related to obtaining a health history and basic physical assessment skills using a body systems approach. PREREQUISITE: Admission to Nursing program or current LPN license and COREQUISITE: 10806177 General Anatomy and Physiology.

10543103 Nursing Pharmacology - Credits: 2
This introductory course introduces the principles of pharmacology, including drug classifications and their effects on the body. Emphasis is on the use of the components of the nursing process when administering medications. PREREQUISITE: Admission to the Nursing program and COREQUISITE: 10806177 General Anatomy and Physiology.

10543104 Nursing: Intro to Clinical Practice - Credits: 2
This introductory clinical course emphasizes basic nursing skills and application of the nursing process in meeting the needs of diverse clients. Emphasis is placed on performing basic nursing skills, the formation of nurse-client relationships, communication, data collection, documentation, and medication administration. COREQUISITES: 10543101 Nursing Fundamentals, 10543102 Nursing Skills, and 10543103 Nursing Pharmacology, 10801136 English Composition I, 10809188 Developmental Psychology, and 10806177 General Anatomy and Physiology.

10543105 Nursing Health Alterations - Credits: 3
This course elaborates upon the basic concepts of health and illness as presented in Nursing Fundamentals. It applies theories of nursing in the care of clients through the lifespan, utilizing problem solving and critical thinking. This course will provide an opportunity to study conditions affecting different body systems and apply therapeutic nursing interventions. It will also introduce concepts of leadership, team building, and management of self. PREREQUISITES: 10543101 Nursing Fundamentals, 10543102 Nursing Skills, 10543103 Nursing Pharmacology, 10543104 Nursing Introduction to Clinical Practice, and 10806177 General Anatomy and Physiology.

10543106 Nursing Health Promotion - Credits: 3
This course will cover topics related to health promotion for individuals and families throughout the lifespan. We will cover nursing care of the developing family which includes reproductive issues, pregnancy, labor and delivery, postpartum, the newborn, and the child. Recognizing the spectrum of healthy families we will discern patterns associated with adaptive and maladaptive behaviors applying mental health principles. An emphasis is placed on teaching and supporting healthy lifestyles choices for individuals of all ages. Nutrition, exercise, stress management, empowerment, and risk reduction practices are highlighted. Study of the family will cover dynamics, functions, discipline styles, and stages of development. PREREQUISITES: 10543101 Nursing Fundamentals, 10543102 Nursing Skills, 10543103 Nursing Pharmacology, 10543104 Nursing Introduction to Clinical Practice, 10806177 General Anatomy and Physiology, and 10809188 Developmental Psychology and COREQUISITE: 10806179 Advanced Anatomy and Physiology.

10543107 Nursing: Clinical Care Across Lifespan - Credits: 2
This course focuses on providing care to clients across the lifespan. It also provides an introduction to concepts of teaching and learning. Extending care to the family is emphasized. COREQUISITE: 10543106 Nursing Health Promotion.

10543108 Nursing: Intro to Clinical Care Management - Credits: 2
This clinical experience applies nursing concepts and therapeutic nursing interventions to groups of clients across the lifespan. It also provides an introduction to concepts of teaching and learning. COREQUISITES: 10543105 Nursing Health Alterations, 10806179 Advanced Anatomy and Physiology, and 10809196 Oral/Interpersonal Communication.

10543109 Nursing Complex Health Alterations 1 - Credits: 3
Complex Health Alterations 1 prepares the learner to expand knowledge from previous courses in caring for clients across the lifespan with alterations in cardiovascular, respiratory, endocrine, and hematologic systems as well as clients with fluid/electrolyte and acid-base imbalance, and alterations in comfort. PREREQUISITES: 10543105 Nursing Health Alterations, 10543106 Nursing Health Promotion, 10543107 Nursing: Clinical Care Across the Lifespan, and 10543108 Nursing: Introduction to Clinical Care Management. COREQUISITES: 10806179 Advanced Anatomy and Physiology, and 10806197 Microbiology.

10543110 Nursing: Mental Health and Community Concepts - Credits: 2
This course will cover topics related to the delivery of community and mental health care. Specific health needs of individuals, families, and groups will be addressed across the lifespan. Attention will be given to diverse and at-risk populations. Mental health concepts will concentrate on adaptive/ maladaptive behaviors and specific mental health disorders. Community resources will be examined in relation to specific types of support offered to racial, ethnic, economically diverse individuals and groups. PREREQUISITES: 10543105 Nursing Health Alterations, 10543106 Nursing Health Promotion, 10543107 Nursing: Clinical Care Across the Lifespan, and 10543108 Nursing: Introduction to Clinical Care Management. COREQUISITES: 10806179 Advanced Anatomy and Physiology, and 10809196 Introduction to Psychology.

10543111 Nursing: Intermediate Clinical Practice - Credits: 3
This intermediate level clinical course develops the RN role when working with clients with complex health care needs. A focus of the course is developing skills needed for managing multiple clients across the lifespan and priorities. Using the nursing process, students will gain experience in adapting nursing practice to meet the needs of clients with diverse needs and backgrounds. COREQUISITES: 10543109 Nursing Complex Health Alterations 1, 10543110 Nursing: Mental Health and Community Concepts, and 10543112 Nursing Advanced Skills, 10809198 Introduction to Psychology, and 10806197 Microbiology.

10543112 Nursing Advanced Skills - Credits: 1
This course focuses on the development of advanced clinical skills. Content includes advanced IV skills, blood product administration, chest tube systems, basic EKG interpretation and nasogastric/heating tube insertion. PREREQUISITES: 10543105 Nursing Health Alterations, 10543106 Nursing Health Promotion, 10543107 Nursing: Clinical Care Across the Lifespan, and 10543108 Nursing: Introduction to Clinical Care Management, and 10806179 Advanced Anatomy and Physiology.

10543113 Nursing: Complex Health Alterations 2 - Credits: 3
Complex Health Alterations 2 prepares the learner to expand knowledge and skills from previous courses in caring for clients across the lifespan with alterations in the immune, neuro-sensory, musculoskeletal, gastrointestinal, hepatobiliary, renal/urinary and the reproductive systems. The learner will also focus on management of care for clients with high-risk perinatal conditions, high-risk newborns and the ill child. Synthesis and application of previously learned concepts will be evident in the management of clients with critical/life threatening situations. PREREQUISITES: 10543109 Nursing Complex Health Alterations 1, 10543110 Nursing: Mental Health and Community Concepts, 10543111 Nursing: Intermediate Clinical Practice, 10543112 Nursing Advanced Skills, and 10806197 Microbiology.

10543114 Nursing: Management and Professional Concepts - Credits: 2
This course covers nursing management and professional issues related to the role of the RN. Emphasis is placed on preparing for the RN practice. PREREQUISITES: 10543109 Nursing: Complex Health Alterations 1, 10543110 Nursing: Mental Health and Community Concepts, 10543111 Nursing: Intermediate Clinical Practice, and 10543112 Nursing Advanced Skills.

10543115 Nursing: Advanced Clinical Practice - Credits: 3
This advanced clinical course requires the student to integrate concepts from all previous courses in the management of groups of clients facing complex health alterations. Students will have the opportunity to further develop critical thinking skills using the nursing process in making clinical decisions. Continuity of care through interdisciplinary collaboration is emphasized. COREQUISITES: 10543113 Nursing Complex Health Alterations 2, and 10809196 Introduction to Sociology.

10543116 Nursing: Clinical Transition - Credits: 2
This clinical experience integrates all knowledge learned in the previous courses in transitioning to the role of the graduate nurse. The course promotes relatively independent clinical decisions, delegation, and works collaboratively with others to achieve client and organizational outcomes. Continued professional development is fostered. PREREQUISITES: 10543113 Nursing Complex Health Alterations 2, and 10543114 Nursing Management and Professional Concepts, and 10543115 Nursing Advanced Clinical Practice.

10543190 Nursing Assistant - Credits: 3
This course focuses on the physical and emotional care you will provide for clients in a health care setting. Through classroom, lab, and supervised practice in area nursing homes, you will learn to provide for the physical, emotional, and environmental client needs; communicate effectively, care out skilled procedures and treatments, and promote client rights. Teamwork, role responsibilities, and an awareness of cultural diversity are stressed throughout the course. PREREQUISITE: Admission to Nursing Assistant program.
Occupational Therapy Assistant
10-514-1 Associate Degree (two-year)

Campuses: *Ashland, *New Richmond, *Rice Lake  *via ITV (Interactive Television) instruction

Program Overview
Occupational therapy assistants help people participate in things they want and need to do through the therapeutic use of everyday activities (occupations). Occupational therapy is both an art and a science. Being an occupational therapy assistant allows you to “think outside the box” while applying science in order to best meet the needs of clients.

Occupational therapy assistants work with individuals of all ages, from the first day to last day of life. We work with those who are recovering from disability and disease, those who are working to overcome mental health challenges, and those who need support with healthy living and lifestyle changes.

In traditional settings, occupational therapy assistants work under the supervision of the registered occupational therapist to provide hands-on services. Some settings allow for more creativity than others but all settings require an occupational therapy assistant to use individualized approaches to help clients perform their daily occupations.

Occupational therapy assistants can work in a variety of settings such as hospitals, outpatient clinics, skilled nursing facilities, home health agencies, psychiatric facilities, day treatment, geriatric settings, community based practice and private practice.

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Have earned a high school diploma or GED certificate; current high school seniors must provide both a current high school transcript and a final transcript with confer date
• Review and sign Background Check Disclosure
• Submit Background Check fee
• Review and sign Functional Abilities Disclosure
• Attend a mandatory program orientation session

Program-Specific Requirements
• Submit Background Check fee
• Have an acceptable Wisconsin Caregiver Background Check, National Criminal Background Check, Minnesota Caregiver Background Check (if applicable), and other states, if applicable
• Pass a physical exam, have current immunizations, and demonstrate negative status for tuberculosis (Tb)
• Possess current certification of “CPR for Healthcare Providers” or equivalent
• Review and sign Nursing and Allied Health Division Confidentiality Statement
• Attend a mandatory program orientation session

Program Outcomes
Occupational Therapy Assistant graduates will be able to:
• Practice within the distinct role and responsibility of the occupational therapy assistant
• Serve a diverse population in a variety of systems that are consistent with entry-level practice
• Value lifelong learning and the need to keep current with best practice
• Apply occupational therapy principles and intervention tools to achieve expected outcomes
• Demonstrate professional behaviors, ethical standards, values, and attitudes of the occupational therapy profession
• Advocate for the profession, services, and consumers

Program-Specific Requirements
• Attend a mandatory program orientation session

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Occupational Therapy Assistant
• Certified Occupational Therapy Assistant (COTA)
• Activities Director/Coordinator
• Case Manager
• Community Support Worker
• Life Skills Trainer
• Mental Health Technician

The occupational therapy/occupational therapy assistant program is accredited by the Accreditation Council for Occupational Therapy Education (ACOTE) of the American Occupational Therapy Association (AOTA), located at 4720 Montgomery Lane, Suite 200, Bethesda, MD 20814-3449. ACOTE's telephone number, c/o AOTA, is 301-652-AOTA and its web address is www.acoteonline.org. Graduates of the program will be able to sit for the national certification examination for the occupational therapy assistant administered by the National Board for Certification in Occupational Therapy (NBCOT) (www.nbcot.org/). The NBCOT is accredited by the National Committee for Accreditation of Health Professions. After successful completion of this exam, the individual will be a Certified Occupational Therapy Assistant (COTA). Most states require licensure in order to practice; however, state licenses are usually based on the results of the NBCOT Certification Examination. A felony conviction may affect a candidate's ability to sit for the NBCOT certification examination or attain state licensure.

Curriculum
Number Course Title Credits (cr.)

Technical Studies Courses
10514171 Introduction to Occupational Therapy 3 cr.
10514172 Medical and Psychosocial Conditions * 3 cr.
10514173 Activity Analysis and Applications * 2 cr.
10514174 OT Performance Skills * 4 cr.
10514175 Psychosocial Practice * 3 cr.
10514176 OT Theory and Practice * 3 cr.
10514177 Assistive Technology and Adaptations * 2 cr.
10514178 Geriatric Practice * 3 cr.
10514179 Community Practice * 2 cr.
10514182 Physical Rehabilitation Practice * 3 cr.
10514183 Pediatric Practice * 3 cr.
10514184 OTA Fieldwork I * 5 cr.
10514185 OT Practice and Management * 2 cr.
10514186 OTA Fieldwork II A * 5 cr.
10514187 OTA Fieldwork II B * 5 cr.
Total Technical Studies Courses
45 cr.

General Studies Courses **
10801136 English Composition 1 3 cr.
10801196 Oral/Interpersonal Communication 3 cr.
10806677 General Anatomy and Physiology 4 cr.
10809172 Introduction to Diversity Studies 3 cr.
10809188 Developmental Psychology 3 cr.
10809196 Introduction to Sociology 3 cr.
10809198 Introduction to Psychology 3 cr.
Total General Studies Courses
22 cr.

ELECTIVES
3 cr.

Program Requirements
70 cr.

Graduate Employment Information
(WITC Graduate Surveys Responses 2017-2018)
Number of graduates 18
Number of responses 16
Number available for employment 15
Employed after graduation 15
Employed in related field 12
Percent employed 93%
% employed in WITC district 50%
Range of yearly salary $35,357-$53,556
Average yearly salary $45,626
Course Descriptions

(See pages 40-42 for General Studies course descriptions)

10514171 Introduction to Occupational Therapy - Credits: 3
Provides an overview of history, philosophy, ethics, and scope of occupational therapy practice. Examines legal responsibilities, professional resources, and organization. Students practice basic skills related to therapeutic relationships and determine their own suitability to a career in occupational therapy.

10514172 Medical and Psychosocial Conditions - Credits: 3
Introduces medical and psychosocial conditions as they relate to occupational therapy practice. Topics include etiology, symptomology, treatment, and contraindications. PREREQUISITE: Admission to OTA program and COREQUISITES: 10514171 Introduction to Occupational Therapy, 10514173 Activity Analysis and Applications, and 10806177 General Anatomy and Physiology.

10514173 Activity Analysis and Applications - Credits: 2
Provides instruction in activity analysis with hands-on experience in activities across the lifespan. Students apply the teaching/learning process and adhere to safety regulations. PREREQUISITE: Admission to OTA program and COREQUISITES: 10514171 Introduction to Occupational Therapy, 10514172 Medical and Psychosocial Conditions, 10514173 Activity Analysis and Applications, 10806177 General Anatomy and Physiology, and 10806177 General Anatomy and Physiology.

10514174 OT Performance Skills - Credits: 4
Emphasis on the development of skills related to assessment and intervention in the areas of sensory, motor, cognition and communication. PREREQUISITE: 10514171 Introduction to Occupational Therapy, 10514172 Medical and Psychosocial Conditions, 10514173 Activity Analysis and Applications, 10806177 General Anatomy and Physiology and COREQUISITES: 10514175 Psychosocial Practice, 10514176 OT Theory and Practice, 10514177 Assistive Technology and Adaptations, and 10514178 Geriatric Practice.

10514175 Psychosocial Practice - Credits: 3
Examines the role of the OTA in the service delivery to individuals affected by mental health conditions. Provides opportunity for development of skills related to psychosocial assessment and interventions. PREREQUISITES: 10514171 Introduction to Occupational Therapy, 10514172 Medical and Psychosocial Conditions, 10514173 Activity Analysis and Applications, and 10806177 General Anatomy and Physiology and COREQUISITES: 10514174 OT Performance Skills, 10514176 OT Theory and Practice, 10514177 Assistive Technology and Adaptations, and 10514178 Geriatric Practice.

10514176 OT Theory and Practice - Credits: 3
Examines the theoretical foundations that guide OT practice. Applies group dynamics and demonstrates leadership skills. PREREQUISITES: 10514171 Introduction to Occupational Therapy, 10514172 Medical and Psychosocial Conditions, 10514173 Activity Analysis and Applications, and 10806177 General Anatomy and Physiology and COREQUISITES: 10514174 OT Performance Skills, 10514175 Psychosocial Practice, 10514177 Assistive Technology and Adaptations, and 10514178 Geriatric Practice.

10514177 Assistive Technology and Adaptations - Credits: 2
Explores technologies that support delivery of OT services. Emphasis on competency related to computer skills, ergonomics, adaptive devices, and environments. PREREQUISITES: 10514171 Introduction to Occupational Therapy, 10514172 Medical and Psychosocial Conditions, 10514173 Activity Analysis and Applications, and 10806177 General Anatomy and Physiology and COREQUISITES: 10514174 OT Performance Skills, 10514175 Psychosocial Practice, 10514176 OT Theory and Practice, and 10514178 Geriatric Practice.

10514178 Geriatric Practice - Credits: 3
Examines the role of the OT in the service delivery to elders in a variety of settings. Includes analysis of the impact of age-related changes and disease processes on the function of the elderly. PREREQUISITES: 10514171 Introduction to Occupational Therapy, 10514172 Medical and Psychosocial Conditions, 10514173 Activity Analysis and Applications, and 10806177 General Anatomy and Physiology and COREQUISITES: 10514174 OT Performance Skills, 10514175 Psychosocial Practice, 10514176 OT Theory and Practice, and 10514177 Assistive Technology and Adaptations.

10514179 Community Practice - Credits: 2
Explores practice options and interventions for occupation-based community practice. Students articulate the unique role of occupational therapy within the community. PREREQUISITES: 10514171 Introduction to Occupational Therapy, 10514172 Medical and Psychosocial Conditions, 10514174 OT Performance Skills, 10514175 Psychosocial Practice, 10514176 OT Theory and Practice, 10514177 Assistive Technology and Adaptations, and 10514178 Geriatric Practice and COREQUISITES: 10514182 Physical Rehabilitation Practice, 10514183 Pediatric Practice, and 10514184 OTA Fieldwork I.

10514180 Physical Rehabilitation Practice - Credits: 3
Explores interventions related to major physical disability diagnoses seen in OT practice. Evaluation, treatment interventions, and documentation are emphasized relative to the biomechanical, neuromotor and rehabilitative approaches to practice. PREREQUISITES: 10514174 OT Performance Skills, 10514175 Psychosocial Practice, 10514176 OT Theory and Practice, 10514177 Assistive Technology and Adaptations, and 10514178 Geriatric Practice and COREQUISITES: 10514179 Community Practice, 10514183 Pediatric Practice, and 10514184 OTA Fieldwork I.

10514183 Pediatric Practice - Credits: 3
Explores interventions relative to major pediatric diagnoses seen in OT practice. Evaluation, treatment interventions, and documentation are emphasized within the context of the child’s occupation. PREREQUISITES: 10514174 OT Performance Skills, 10514175 Psychosocial Practice, 10514176 OT Theory and Practice, 10514177 Assistive Technology and Adaptations, and 10514178 Geriatric Practice and COREQUISITES: 10514179 Community Practice, 10514182 Physical Rehabilitation Practice, 10514184 OTA Fieldwork I, and 10809188 Developmental Psychology.

10514184 OTA Fieldwork I - Credits: 2
Integrate classroom theory and practice into a Fieldwork Level I experience. Provides experiences to assist in the development of communication, professional and observational skills. PREREQUISITES: 10514147 OT Performance Skills, 10514147 OT Theory and Practice, 10514177 Assistive Technology and Adaptations, and 10514178 Geriatric Practise and COREQUISITES: 10514179 Community Practice, 10514182 Physical Rehabilitation Practice, and 10514183 Pediatric Practice.

10514185 OT Practice and Management - Credits: 2
Provides opportunities to practice clinical management skills, continuous quality improvement measurement, and administrative concepts and procedures. Students create a professional development plan. PREREQUISITES: All required courses with a grade point of 2.0 or better and COREQUISITES: 10514186 OTA Fieldwork II A or 10514187 OTA Fieldwork II B.

10514186 OTA Fieldwork II A - Credits: 5
Develops skills and behaviors necessary for entry-level occupational therapy assistant practice. Provides a different clinical practice setting than OTA Fieldwork IIB. PREREQUISITES: All required courses with a grade point of 2.0 or better and COREQUISITES: 10514185 OT Practice and Management and 10514186 OTA Fieldwork II A.

10514187 OTA Fieldwork II B - Credits: 5
Develops skills and behaviors necessary for entry-level occupational therapy assistant practice. Provides a different clinical practice setting than OTA Fieldwork IIA. PREREQUISITES: All required courses with a grade point of 2.0 or better and COREQUISITES: 10514185 OT Practice and Management and 10514186 OTA Fieldwork II A.
Personal Care Worker
17-510-1 Technical Certificate

Campuses: Ashland, New Richmond, Rice Lake, Superior, and Other Outreach Locations

Overview
The Personal Care Worker (PCW) course is a combination of an independent study coupled with a final 8-hour lab session with the course instructor. The independent study portion of the course is directed through a series of eight learning plans (approximately seven hours/learning plan) that carefully detail learning activities to help students learn the course content. Upon completion of the learning activities, students will contact the campus contact to schedule an 8-hour lab session that concludes with skills competency testing and the final written exam. The lab sessions are held on Saturdays and scheduled at the various WITC campuses (Ashland, New Richmond, Rice Lake, and Superior) and outreach centers throughout the district.

Special Features
This course allows you to work at your own pace to learn the content. You will work directly with an instructor to complete the written exam and skill demonstration. The course emphasizes core abilities for the workplace.

How to Apply:
Complete the online application or contact Student Services. When completing an online application, select the Personal Care Worker program from the program of choice drop-down list.

Outcomes
Personal Care Worker graduates will be able to:
- Provide personal care for clients
- Communicate effectively with clients, families, and healthcare teams
- Promote client rights

Career Outlook
Typical careers available after graduation include:
- Home care services
- County and private healthcare agencies
- Independent practices

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>30510308</td>
<td>Personal Care Worker</td>
<td>1 cr.</td>
</tr>
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</table>

CERTIFICATE REQUIREMENTS 1 cr.

Course Descriptions

30510308
Personal Care Worker - Credits: 1
This course emphasizes aspects of providing personal and supportive/rehabilitative healthcare to clients needing assistance in their home or other care facilities. Basic knowledge and skills acquired through this course include clients’ rights, communication, rehabilitation, positioning and transfer skills, infection control, and safety. Personal Care Worker is a 64-hour course that combines guided independent study with a laboratory practice time and a final written exam and skills competency testing assessed under the guidance of a registered nurse.
Phlebotomy
17-513-1 Technical Certificate

Campuses: New Richmond and Rice Lake

Overview
The Phlebotomy certificate provides practical training in the collection of blood specimens by venipuncture and capillary puncture for the purpose of lab analysis. Phlebotomy students are also trained in non-blood specimen collection procedures, specimen processing and basic laboratory skills. Customer service and communications are also covered to provide required skills for working directly with patients. A 100-hour clinical phlebotomy experience is required including a minimum of 100 successful blood collection procedures. Job opportunities for phlebotomist exist in hospital and clinical laboratories.

Admission Requirements
- Complete application/registration process and submit registration fee
- Review and sign Background Check Disclosure
- Review and sign the Functional Abilities Disclosure

After Admissions Requirements are complete, register for classes:
http://www.witc.edu/currentstudents/registration.htm

Program-Specific Requirements
- Have acceptable results based on the Wisconsin Caregiver Background Check, National Criminal Background Check, Minnesota Caregiver Background Check (if applicable), and other states, if applicable
- Pass a physical exam, have current immunizations, and demonstrate negative status for Tuberculosis (Tb)
- Review and sign Nursing and Allied Health Division Confidentiality Statement
- Attend a mandatory session scheduled prior to the start of classes

Program Outcomes
After completion of this certificate, employers will expect students to be able to:
- Collect transport, handle, and process blood and other specimens
- Recognize conditions that might alter collections
- Correlate types of lab tests to the written diagnosis
- Adhere to infection control and safety policies and procedures
- Demonstrate professional interpersonal skills with patients, family members, and other healthcare personnel
- Perform within legal and ethical boundaries
- Perform basic laboratory testing procedures under appropriate supervision
- Process requisitions

Career Outlook
Upon completion of the certificate, typical settings for employment include:
- Clinical Laboratories
- Emergency Room Services
- Extended Care Facilities
- Insurance Companies
- Nursing Homes
- Outpatient Services

Curriculum

<table>
<thead>
<tr>
<th>Course Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>Medical Terminology</td>
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<tr>
<td>General Anatomy and Physiology</td>
<td>4</td>
</tr>
<tr>
<td>Medical Office Procedures and Customer Service</td>
<td>2</td>
</tr>
<tr>
<td>Basic Lab Skills</td>
<td>1</td>
</tr>
<tr>
<td>Phlebotomy</td>
<td>2</td>
</tr>
<tr>
<td>Oral/Interpersonal Communication</td>
<td>3</td>
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</tbody>
</table>

CERTIFICATE REQUIREMENTS 13-14

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.

Course Descriptions

10501101 Medical Terminology - Credits: 3
Focuses on the component parts of medical terms: prefixes, suffixes and word roots. Students practice formation, analysis and reconstruction of terms. Emphasis on spelling, definition and pronunciation. Introduction to operative, diagnostic, therapeutic and symptomatic terminology of all body systems, as well as systemic and surgical terminology.

10806177 General Anatomy and Physiology - Credits: 4
Examines basic concepts of human anatomy and physiology as they relate to health sciences. Using a body systems approach, the course emphasizes the interrelationships between structure and function at the gross and microscopic levels of organization of the entire human body. It is intended to prepare health care professionals who need to apply basic concepts of whole body anatomy and physiology to informed decision-making and professional communication with colleagues and patients. This course includes a one-credit lab component that supports the course objectives. (This course also provides the foundation, and is prerequisite to, Advanced Anatomy and Physiology) NOTE: Successful completion of a chemistry course within the last five years is highly recommended.

10160143 Medical Office Procedures and Customer Service - Credits: 2
This course develops professional skills and attitudes needed in a medical business environment. Skills developed include an ability to communicate effectively with patients and other medical office staff, manage time effectively, schedule patients, greet patients, use the telephone properly, effectively with patients and other medical office staff, manage time effectively, schedule patients, greet patients, use the telephone properly, effectively, process mail, apply ergonomics and office safety, and use medical computer software efficiently.

10513110 Basic Lab Skills - Credits: 1
This course explores health career options and the fundamental principles and procedures performed in the clinical laboratory. You will utilize medical terminology and basic laboratory equipment. You will follow required safety and infection control procedures and perform simple laboratory tests. PREREQUISITE: Admission to Phlebotomy certificate.

10513111 Phlebotomy - Credits: 2
This course provides opportunities for learners to perform routine venipuncture, routine capillary puncture and special collection procedures. PREREQUISITE: Admission to Phlebotomy certificate and COREQUISITES: 10513110 Basic Lab Skills and 10513112 Phlebotomy Clinical.

10160143 Medical Office Procedures and Customer Service - Credits: 2
Provides students with experiences at a hospital or clinic in order to complete phlebotomy activities. Students complete venipunctures, perform administration of glucose testing, collect specimens, perform bleeding times, observe or perform arterial blood gas collections and adhere to safety regulations as established by the clinical site. PREREQUISITES: Admission to Phlebotomy certificate and COREQUISITES: 10513110 Basic Lab Skills, 10513111 Phlebotomy, 10501101 Medical Terminology or 10806177 General Anatomy and Physiology, 10160143 Medical Office Procedures and Customer Service, 10801196 Oral/Interpersonal Communication and criminal background check.

10801196 Oral/Interpersonal Communication - Credits: 3
Focuses upon developing speaking, verbal and nonverbal communication, and listening skills through individual presentations, group activities, and other projects.
Pharmacy Technician
31-536-1 Technical Diploma (one-year)

Campuses: New Richmond and Superior

Program Overview
The Pharmacy Technician program will prepare you for a rewarding, demanding and ever-evolving career as a pharmacy technician. Pharmacy technicians perform a variety of duties and responsibilities including preparation of prescriptions, record-keeping, inventory control, handling monetary transactions, filing third-party claims, preparing IV admixtures and unit dose medications and compounding.

Special Feature
The Pharmacy Technician program will be offered in the evening in a hybrid format.

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Have earned a high school diploma or GED certificate; current high school seniors must provide both a current high school transcript and a final transcript with confer date
• Review and sign Background Check Disclosure
• Review and sign Functional Abilities Disclosure
• Review and Sign Gainful Employment Disclosure
• Complete admissions meeting with a WITC counselor (academic admission requirements apply - see page 30 for more information)

Program-Specific Requirements
• Submit Background Check fee
• Have an acceptable Wisconsin Caregiver Background Check, National Criminal Background Check, Minnesota Caregiver Background Check (if applicable), and other states, if applicable
• Pass a physical exam, have current immunizations, and demonstrate negative status for tuberculosis (Tb)
• Review and sign Nursing and Allied Health Division Confidentiality Statement
• Possess current certification of First Aid and “CPR for Healthcare Providers” or equivalent
• Attend a mandatory program orientation session
• Pass a mandatory drug test

Program Outcomes
Pharmacy Technician graduates will be able to:
• Demonstrate personal/interpersonal knowledge and skills in the practice of pharmacy
• Demonstrate foundational professional knowledge and skills for the practice of pharmacy
• Prepare prescriptions/medication orders and pharmaceutical products for dispensing, distribution, and disposal
• Compound sterile and nonsterile medications
• Follow established policies and procedures for procurement, billing, reimbursement and inventory management
• Utilize pharmacy technology and informatics
• Adhere to state and federal regulations governing the practice of pharmacy
• Apply the principles of quality assurance to the practice of pharmacy

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Pharmacy Technician – Hospital
• Pharmacy Technician – Nursing Home
• Pharmacy Technician – Community
• Home IV Specialist

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/pharmacy-technician/gainful-employment This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)
The information below is based on graduates’ responses from the following technical colleges within the Wisconsin Technical College System (WTCS) for 31-536-1 Pharmacy Technician and does not include WITC graduates: Blackhawk Technical College, Chippewa Valley Technical College, Lakeshore Technical College, and Milwaukee Area Technical College.

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>37</th>
<th>Number employed</th>
<th>24</th>
<th>% employed in WITC district</th>
<th>NA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of responses</td>
<td>26</td>
<td>Percent employed</td>
<td>96%</td>
<td>Range of yearly salary</td>
<td>$23,320-$38,997</td>
</tr>
<tr>
<td>Number available for employment</td>
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<td>Employed in related field</td>
<td>88%</td>
<td>Average yearly salary</td>
<td>$31,591</td>
</tr>
</tbody>
</table>

2019/2020
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

31536301
Fundamentals of Reading Prescriptions - Credits: 2
In this course, students will develop the skills and knowledge required to complete the prescription filling process. Students will learn to read and identify required information on a written prescription such as abbreviations, medical terminology, and common medication names. The role of the pharmacy technician in medication error prevention will also be discussed. PREREQUISITE: Admission to the Pharmacy Technician program.

31536302
Pharmacy Business Applications - Credits: 3
This course prepares the learner to utilize pharmaceutical business terminology, procedures, customer service, record keeping, purchasing procedures, inventory control systems, pricing, merchandising, reference materials, ethics, roles, responsibilities, and relationships with patients and coworkers. PREREQUISITE: Admission to the Pharmacy Technician program.

31536303
Pharmaceutical Calculations - Credits: 3
This course prepares the learner to enlarge and reduce formulas and solve proportions, dilutions, alligations, and other calculations pertinent to the preparation of pharmaceuticals using metric, apothecary, avoirdupois, and household measuring systems. PREREQUISITE: Admission to the Pharmacy Technician program and COREQUISITES: 31536301 Fundamentals of Reading Prescriptions and 31536304 Pharmacy Benefits Management.

31536304
Pharmacy Benefits Management - Credits: 1
This course prepares the learner to utilize terminology pertinent to third party reimbursements in the field of pharmacy, analyze the various popular formulary systems, demonstrate calculations associated with the billing of prescription medications, analyze the role of the Pharmacy Benefits Manager in the health care system, and summarize medical coverage provided by government agencies. PREREQUISITE: Admission to the Pharmacy Technician program.

31536305
Pharmacy Law - Credits: 2
This course prepares the learner to apply Federal laws to the practice of pharmacy; apply Wisconsin State laws to the practice of pharmacy; select appropriate drug products for substitution in accordance with the law; explain the investigational New Drug (IND) process; explain pharmacy equipment, license, and floor plan legal requirements; apply controlled substance laws to the procurement, processing, and record keeping of controlled substances; analyze the history of pharmacy law; and summarize drug law enforcement agencies. PREREQUISITE: Admission to the Pharmacy Technician program.

31536306
Pharmacology - Credits: 3
The purpose of this course is to provide a comprehensive overview of the principles of pharmacology and pharmacokinetics including the understanding of body system disease states and the effects of medications in treating disease conditions. Students will learn the cautions involved in adverse drug effects, food and drug interactions, and drug-disease contradictions. Students will learn the therapeutic classifications, indications, and common strengths for the most common drugs. PREREQUISITES: Admission to the Pharmacy Technician program and 31536301 Fundamentals of Reading Prescriptions.

31536307
Pharmacy Drug Distribution Systems - Credits: 2
This course introduces the learner to the basic drug distribution systems used in community and institutional pharmacies, including automation technology, pharmacist and pharmacy technician roles, and dispensing considerations. PREREQUISITE: Admission to the Pharmacy Technician program.

31536308
Pharmacy Parenteral Admixtures - Credits: 3
This course provides the learner with the skills to utilize aseptic technique in vertical and horizontal laminar flow hoods for preparation of solutions and medications to be administered intravenously, intramuscularly, subcutaneously, and intradermally to patients. PREREQUISITES: Admission to the Pharmacy Technician program and 31536303 Pharmaceutical Calculations.

31536309
Pharmacy Community Clinical - Credits: 2
This course prepares the learner to apply policies and procedures in the pharmacy, complete the ordering process to meet inventory goals, bill third parties for patient prescriptions, process prescriptions, identify medical and surgical supplies for customers, process controlled substance prescriptions, compound extemporaneous products, maintain patient medical histories and fulfill duties in unique service areas. PREREQUISITE: Admission to the Pharmacy Technician program and current Healthcare Provider CPR and First Aid certification; COREQUISITES: 31536301 Fundamentals of Reading Prescriptions, 31536302 Pharmacy Business Applications, 31536303 Pharmaceutical Calculations, and 31536304 Pharmacy Benefits Management.

31536310
Pharmacy Hospital Clinical - Credits: 2
In this course, students will have the opportunity to experience the daily activities of a pharmacy technician in a hospital pharmacy setting. Students will learn how medication orders are prepared, processed, and delivered along with maintaining medication inventory in several areas, interacting with other medical staff and following policies and procedures of the hospital and pharmacy. PREREQUISITES: Admission to the Pharmacy Technician program, 31536303 Pharmaceutical Calculations and current Healthcare Provider CPR and First Aid certification; COREQUISITES: 31536308 Pharmacy Parenteral Admixtures and 31536309 Pharmacy Community Clinical.

10501101
Medical Terminology - Credits: 3
Focuses on the component parts of medical terms: prefixes, suffixes and word roots. Students practice formation, analysis and reconstruction of terms. Emphasis on spelling, definition and pronunciation. Introduction to operative, diagnostic, therapeutic and symptomatic terminology of all body systems, as well as systemic and surgical terminology.

10501107
Digital Literacy for Healthcare - Credits: 2
The focus of this course is the use of technology in healthcare. Learners use common business software applications, including word processing, presentation, spreadsheet, and databases. Communication methods using technology are addressed. Learners gain experience with using the electronic health record (EHR), Healthcare EHR security issues, social media use, and digital healthcare resources are examined. Computer skills proficiency developed as a part of this course.
Hospitality and Tourism

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Hospitality Foundations
30-109-2 Technical Diploma (less than one-year)

Program Overview
Hospitality Foundations is a 16-week program preparing students for career opportunities in the area of entry-level hospitality and other customer service employment settings. This skilled based training is developed to help students learn essential hospitality duties through interactive course activities and community-based training experience, while enhancing personal awareness, career effectiveness and professionalism.

Special Feature
This program is unique in the state.

Inquire:
For more information, contact:
Heidi Diesterhaft, MS CRC CVE
Accommodation Specialist
Phone: 715-234-7082 ext. 5522
Fax: 715-234-1241
heidi.diesterhaft@witc.edu

Program-Specific Requirements
You must complete the following petition process for intent to enroll:
- Provide high school transcript (include most recent attendance record if not included on transcript, if available)
- Complete Student Questionnaire
- Provide reference (teacher/community agency)
- Review and sign Functional Abilities Disclosure
- Review and sign Roles and Responsibilities Statement of Understanding
- Review and sign Differences Between High School and College Statement of Understanding
- Complete Wisconsin Indianhead Technical College application form

Program Outcomes
Hospitality Foundations graduates will be able to:
- Identify personal strengths, barriers and transferable skills specific to work place environment.
- Demonstrate employability skills to seek and maintain employment in the hospitality service industry.
- Apply functional abilities specific to customer service and hospitality through competency-based learning.
- Identify environmental problems and correct unsafe working conditions.

Career Outlook
Positions available after graduation may include:
- Server Attendant
- Dining Room Attendant
- Maid and Housekeeping
- Environmental Services

Curriculum
<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
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<tbody>
<tr>
<td>30109330</td>
<td>Hospitality Applications</td>
<td>2 cr.</td>
</tr>
<tr>
<td>30109331</td>
<td>Safety and Sanitation Fundamentals</td>
<td>1 cr.</td>
</tr>
<tr>
<td>30109332</td>
<td>Guest Relations Fundamentals</td>
<td>1 cr.</td>
</tr>
<tr>
<td>30109333</td>
<td>Hospitality Internship</td>
<td>1 cr.</td>
</tr>
<tr>
<td>30109334</td>
<td>Working Smart</td>
<td>1 cr.</td>
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</tbody>
</table>

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.

Program Descriptions

Hospitality Applications - Credits: 2
Hospitality Applications is an 8-week course that offers hands-on learning opportunities to practice and apply hospitality tasks required to seek entry-level employment. Students will be guided in applying and demonstrating positive interpersonal skills and professional customer service skills, while focusing on maintaining a safe work environment, safe food facilities and positive worker habits. Hospitality Applications enhances students' knowledge through application of tasks and demonstration of skills through classroom learning and lab experiences.

Safety and Sanitation Fundamentals - Credits: 1
Safety and Sanitations Fundamentals is an 8-week course that helps students develop a foundation in detecting safety hazards and bring awareness to best practices to maintain safe facilities. Students will explore safe working habits targeting areas such as principles of safe lifting, proper use of cleaners and chemicals, personal hygiene and health, proper storage and handling of foods, as well as cleaning and sanitizing.

Guest Relations Fundamentals - Credits: 1
Guest Relations Fundamentals is an 8-week course introducing students to the importance of working with others in a constructive and cooperative working relationship. Students will explore ways to better handle challenging customers and be provided experiences to recognize positive interpersonal skills and professional customer service.

Hospitality Internship - Credits: 1
In this 1-credit internship students will apply course competencies in employment opportunities at WITC and community-based placements. The course competencies include: apply essential hospitality tasks, demonstrate interpersonal skills, demonstrate customer service skills, apply safe food, facilities, and worker habits, apply constructive and cooperative working relationships with others, and apply strategies to better handle challenging customers.

Working Smart - Credits: 1
This course will work in collaboration with student internship, second 8 weeks, to address employability skills in a natural, work-based learning environment. Students will continue the development and enhancement of job seeking skills, while practicing job retention skills such as problem-solving, time management, accountability, self-awareness and working relationships. COREQUISITES: 30109330 Hospitality Applications, 30109331 Safety and Sanitation Fundamentals and 30109332 Guest Relations Fundamentals.

Graduate Employment Information
Hospitality Foundations is a new WITC program. No graduate follow-up information is currently available.
Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/hospitality-specialist/gainful-employment.

This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
Hospitality Specialist is a new WITC program. No graduate follow-up information is currently available.

2019/2020
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Human Services

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Cosmetology
31-502-1 Technical Diploma (one-year)

Campuses: Rice Lake and Superior

Program Overview
The Cosmetology program prepares you with essential theory and hands-on instruction to develop your skills in cosmetology. You’ll learn theories and techniques that are reflective of industry standards and apply these skills working with real clients in WITC’s state-of-the-art salons. Upon successful completion, you will be eligible to take the Wisconsin Cosmetology Practitioner License examination.

Special Feature
WITC is a Pivot Point Member School, an educational program consisting of distinctive techniques of scientific hair designing and cosmetology. Techniques from this educational program are taught in educational institutions around the world. For more information, visit pivot-point.com.

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Review and sign Functional Abilities Disclosure
• Review and Sign Gainful Employment Disclosure
• Complete admissions meeting with a WITC counselor (above requirements should be completed prior to meeting)

Program-Specific Requirement
• Attend a mandatory orientation session

Program Outcomes
Cosmetology graduates will be able to:
• Perform shampoo, haircut, and style service
• Perform skin care services
• Perform chemical services
• Perform nail services
• Develop business practices for industry success

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Cosmetologist
• Color Technician
• Make-Up Artist
• Nail Technician
• Skin Care/Esthetics

With additional experience, graduates may move into one of these positions:
• Manager
• Owner
• Platform Artist
• Instructor
• Independent Contractor
• Consultant

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/cosmetology/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>Number employed</th>
<th>% employed in WITC district</th>
<th>Range of yearly salary</th>
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</thead>
<tbody>
<tr>
<td>32</td>
<td>22</td>
<td>56%</td>
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<table>
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<th>Number of responses</th>
<th>Percent employed</th>
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</tr>
</thead>
<tbody>
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<td>23</td>
<td>96%</td>
<td>$30,712</td>
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<table>
<thead>
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<th>Number available for employment</th>
<th>Employed in related field</th>
</tr>
</thead>
<tbody>
<tr>
<td>23</td>
<td>19</td>
</tr>
</tbody>
</table>
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

31502382 Hair Sculpture - Credits: 3
Develop skills, utilizing proper tools and equipment, in haircutting, hair tapering (clipper cuts), and razor cutting on manikins and clients. 
COREQUISITES: 31502383 Hair Design, 31502384 Chemical Texture, 31502385 Hair Color, 31502386 Cosmetology Fundamentals, and 31502387 Client Services 1.

31502383 Hair Design - Credits: 3
Develop skills, utilizing proper tools and equipment, in hairstyling, curling, thermal waving, finger waving, roller setting, pin curl placement, blow drying, shampoo, scalp and hair treatments, conditioning, reconditioning, hair analysis and care of hairpieces, wigs and wefts on manikins and clients. 
COREQUISITES: 31502382 Hair Sculpture, 31502384 Chemical Texture, 31502385 Hair Color, 31502386 Cosmetology Fundamentals, and 31502387 Client Services 1.

31502384 Chemical Texture - Credits: 3
Develop skills, utilizing proper tools and equipment, in hair straightening, hair relaxing, thermal hair straightening, blow-outs, and permanents applying chemistry principles on manikins and clients. 
COREQUISITES: 31502382 Hair Sculpture, 31502383 Hair Design, 31502385 Hair Color, 31502386 Cosmetology Fundamentals, and 31502387 Client Services 1.

31502385 Hair Color - Credits: 3
Develop skills, utilizing proper tools and equipment, in hair coloring, toning, and bleaching while applying chemistry principles and law of color inclusive of color correction techniques, hair damage assessment, and appropriate product selection on manikins and clients. 
COREQUISITES: 31502382 Hair Sculpture, 31502383 Hair Design, 31502384 Chemical Texture, 31502386 Cosmetology Fundamentals, and 31502387 Client Services 1.

31502386 Cosmetology Fundamentals - Credits: 4
Examine industry trends and fundamental cosmetology topics related to individual cosmetologist hygiene/grooming, professional communication, and personal and professional development. Focus on anatomy, physiology, and disorders of the hair, skin and nails and the study of bacteriology, decontamination, safety and first aid required in establishments, including Wisconsin cosmetology state statutes and administrative codes. Develop knowledge and familiarity with salon point-of-sale software. 
COREQUISITES: 31502382 Hair Sculpture, 31502383 Hair Design, 31502384 Chemical Texture, 31502385 Hair Color, and 31502387 Client Services 1.

31502387 Client Services 1 - Credits: 2
Apply practical techniques learned in the classroom for hair sculpture, hair design, chemical texture, hair color, and communication skills with clients, inclusive of individual student needs, including point-of-sale process and salon operations. 
COREQUISITES: 31502382 Hair Sculpture, 31502383 Hair Design, 31502384 Chemical Texture, 31502385 Hair Color, and 31502386 Cosmetology Fundamentals.

31502388 Client Services 2 - Credits: 3
Develop practical techniques learned in the classroom for hair sculpture, hair design, chemical texture, hair color, and communication skills with clients, inclusive of individual student needs, with continued application of point-of-sale process and salon operations. 
PREREQUISITES: 31502382 Hair Sculpture, 31502383 Hair Design, 31502384 Chemical Texture, 31502385 Hair Color, 31502386 Cosmetology Fundamentals, 31502387 Client Services 1, and COREQUISITES: 31502389 Advanced Cosmetology Techniques, 31502394 Esthetics, 31502395 Nail Care and Design, and 31502396 Client Services 3.

31502389 Advanced Cosmetology Techniques - Credits: 2
Practice advanced techniques learned in the classroom for hair sculpture, hair design, chemical texture, and hair color with manikins and clients, inclusive of individual student needs. 
PREREQUISITES: 31502382 Hair Sculpture, 31502383 Hair Design, 31502384 Chemical Texture, 31502385 Hair Color, 31502386 Cosmetology Fundamentals, 31502387 Client Services 1, and COREQUISITES: 31502388 Client Services 2, 31502394 Esthetics, 31502395 Nail Care and Design, and 31502396 Client Services 3.

31502394 Esthetics - Credits: 1
Enhance practical techniques learned in the classroom for hair sculpture, hair design, chemical texture, hair color, esthetics, nails, and communication skills with clients, inclusive of individual student needs, with continued application of point-of-sale process and salon operations.
PREREQUISITES: 31502382 Hair Sculpture, 31502383 Hair Design, 31502384 Chemical Texture, 31502385 Hair Color, 31502386 Cosmetology Fundamentals, 31502387 Client Services 1, and COREQUISITES: 31502388 Client Services 2, 31502389 Advanced Cosmetology Techniques, 31502394 Esthetics, and 31502395 Nail Care and Design.

31502395 Nail Care and Design - Credits: 1
Develop skills, utilizing proper tools and equipment, in manicures, pedicures, and varied nail enhancement techniques on manikins and clients.
PREREQUISITES: 31502382 Hair Sculpture, 31502383 Hair Design, 31502384 Chemical Texture, 31502385 Hair Color, 31502386 Cosmetology Fundamentals, 31502387 Client Services 1, and COREQUISITES: 31502388 Client Services 2, 31502389 Advanced Cosmetology Techniques, 31502394 Esthetics, and 31502396 Client Services 3.

31502396 Client Services 3 - Credits: 5
Enhance practical techniques learned in the classroom for hair sculpture, hair design, chemical texture, hair color, esthetics, nails, and communication skills with clients, inclusive of individual student needs, with continued application of point-of-sale process and salon operations. 
PREREQUISITES: 31502382 Hair Sculpture, 31502383 Hair Design, 31502384 Chemical Texture, 31502385 Hair Color, 31502386 Cosmetology Fundamentals, 31502387 Client Services 1, and COREQUISITES: 31502388 Client Services 2, 31502389 Advanced Cosmetology Techniques, 31502394 Esthetics, and 31502395 Nail Care and Design.
Human Services Associate Pathway

You could take this first and get a credential.

**Community-Based Residential Facility (CBRF) Caregiver**

Potential Careers
- Assisted Living, Memory Care, Group Homes, Transitional Housing

Technical Diploma
- 2 Credits / 1 Course / 1 Semester Part Time

**Substance Abuse Counselor Education**

Potential Careers
- Substance Abuse Counselor - In Training, Assessment Counselor, Intake Counselor, Substance Abuse Counselor

Technical Diploma
- 27 Credits / 1 Year Full Time

Range of Yearly Salary
- $20,798-$28,598 Annually

Continue your education to obtain an associate degree.

**Human Services Associate**

Associate Degree
- 60 Credits / 2 Years Full Time

Potential Careers
- Case Worker, Community Outreach/Support Worker, Income Maintenance Worker, Human Services / Information and Referral Specialist, Substance Abuse Counselor (with specialized field experience), Intake Worker, Prevention Worker, Residential Manager

Range of Yearly Salary
- $24,958-$40,494 annually

Continue your education to obtain a bachelor’s degree.

**BEYOND WITC**

Bachelor’s Degree
- Lakeland University
- The College of St. Scholastica
- UW Eau Claire
- UW Oshkosh
- UW Stout
- UW Superior

Important Notes on Transferring
- Check out witic.edu/transfer for details on specific agreements listed
- The colleges listed have developed a Technical Diploma/Associate Degree to Bachelor Degree Articulation Agreement with WITC
- These colleges have developed an agreement directly related to the Human Services and/or similar programs such as Social Work, Human Services, and Human Development & Family Studies
- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities
- Transferology, www.transferology.com, or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process.
Human Services Associate

10-520-3  Associate Degree (two-year)

Campuses: Ashland*, New Richmond, Rice Lake*, Superior*

*Hybrid instruction

Program Overview
In this program, you will acquire the skills needed to support people of diverse racial, ethnic and cultural backgrounds. Work within county human services agencies, community-based organizations, residential treatment programs, schools, inpatient facilities and other settings that help people in need. Assist a variety of populations including youth, families, elders and persons with disabilities. You can choose from multiple careers focused on substance abuse counseling, domestic and family violence, community development, prevention and criminal justice. Once you complete the program, you will have successfully met the required 360 hours of approved specialized education in substance use disorder counseling in accordance with the Wisconsin Department of Safety and Professional Services, added to the Wisconsin Community-Based Residential Facility (CBRF) Employee Registry and receive the American Red Cross First Aid Basic with Choking Certification of Completion.

Special Features
• Throughout the program, students will have multiple opportunities to directly explore the Human Services field through community-based observation and extended field experiences within designated organizations and agencies
• Graduates may opt to directly enter the workforce and/or choose to complete their Bachelor’s Degree in Social Work or other Human Services-related field, as per existing articulation agreements
• Graduates will meet the 360 hour educational requirements needed for Wisconsin Substance Abuse Counselor certification, as preapproved by the Wisconsin Department of Safety & Professional Services. (Certification also requires state examination and supervised counseling experience outside of this program, https://dsps.wi.gov/Documents/SACCurrentPreCertificationEducation.pdf)
• Graduates will be added to the Wisconsin Community-Based Residential Facility (CBRF) Employee Registry and will receive the American Red Cross First Aid Basic with Choking Certification of Completion

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Review and sign Functional Abilities Disclosure
• Review and sign Background Check Disclosure
• Complete admissions meeting with a WITC counselor

Program-Specific Requirements
• Complete and sign Background Information Disclosure Form (BID)
• Submit Background Check fee
• Have an acceptable Wisconsin Caregiver Background Check or Minnesota Caregiver Background Check as applicable
• Information from the Caregiver Background Check may affect ability to secure fieldwork placement and the ability to find employment after graduation

Program Outcomes
Human Services Associate graduates will be able to:
• Model a commitment to cultural competence
• Uphold the ethical standards and values for human service professionals
• Demonstrate professionalism
• Utilize community resources
• Apply human services interventions and best practices
• Cultivate professional relationships

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation may include:
• Case Worker
• Community Outreach/Support Worker
• Income Maintenance Worker
• Human Services/Information and Referral Specialist
• Substance Abuse Counselor (with specialized field experience)
• Intake Worker
• Prevention Worker
• Residential Manager
• Social Services Assistant
• Volunteer Coordinator
• Adult Day Care Worker
• Human Services Technician
• Counselor Assistant
• Residential Counselor
• Youth Care Counselor
• Family Advocate
• Activities Assistant
• Visitation Worker
• Program Aide

Number Course Title Credits (cr.)
10520101 Introduction to Human Services 3 cr.
10520102 Interviewing 3 cr.
10520103 Ethics in Human Services # 3 cr.
10520104 Issues in Alcohol and Other Drug Abuse 3 cr.
10520105 Introduction to Counseling * 3 cr.
10520106 Methods of Social Casework 3 cr.
10520107 Gerontology or 3 cr.
10520108 Child and Adolescent Behavior 3 cr.
10520110 Group Facilitation * 3 cr.
10520112 Family Systems 3 cr.
10520113 Field Experience 1 * # 3 cr.
10520114 Field Experience 2 * # 3 cr.
10520115 Substance Abuse Assessment and Treatment * 3 cr.
10571002 CBRF Caregiver Fundamentals 3 cr.
10520116 Technical Studies Total 38 cr.

Number of graduates 22
Number of responses 19
Number available for employment 12

2019/2020

Number employed 12
Percent employed 100%
Employed in related field 9

% employed in WITC district 67%
Range of yearly salary $24,958-$40,494
Average yearly salary $31,221
Substance Abuse Counselor Education
31-550-1 Technical Diploma (one-year)
Financial Aid Eligible

Campuses: Ashland*, New Richmond, Rice Lake*, Superior*
*Hybrid instruction

Program Overview
Help to address substance abuse challenges within our communities. The Substance Abuse Counselor Education technical diploma is pre-approved by the Wisconsin Department of Safety and Professional Services to meet the six content areas (360 hours) of educational requirements for Substance Abuse Counselors. This program will provide you with the foundational coursework necessary to begin working with individuals, families and groups in need of substance abuse assessment, treatment, and counseling. Upon completion, graduates pursuing various levels of Wisconsin Substance Abuse Counselor certification will also need to pass the required state examination and obtain supervised counseling hours, as designated by the Wisconsin Department of Safety & Professional Services. This technical diploma is also fully embedded within the Human Services Associate program, creating a direct pathway for graduates to continue their education and obtain their Human Services Associate of Applied Science degree.

Special Features
• Courses in this program are available in a variety of in-person, online, and hybrid formats
• Graduates will meet the 360 hour educational requirements needed for Wisconsin Substance Abuse Counselor certification, as preapproved by the Wisconsin Department of Safety & Professional Services. (Certification also requires state application, examination and supervised counseling experience outside of this program, https://dsps.wi.gov/Documents/SACCurrentPreCertificationEducation.pdf)

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Review and sign Functional Abilities Disclosure
• Review and Sign Gainful Employment Disclosure
• Complete admissions meeting with a WITC counselor

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Program Outcomes
Substance Abuse Counselor Education graduates will be able to:
• Clinically evaluate for substance use disorders and treatment needs.
• Develop treatment plans.
• Facilitate referral to meet needs.
• Demonstrate service coordination skills.
• Demonstrate counseling skills with individuals, groups and families.
• Provide culturally relevant education related to substance abuse.
• Maintain clinical records according to agency, federal and state guidelines.
• Adhere to accepted culturally competent, ethical and behavioral conduct.

Career Outlook
Typical positions available after graduation may include:
• Substance Abuse Counselor – In Training
• Assessment Counselor
• Intake Counselor
• Substance Abuse Counselor

Career qualifications vary based on licensure application, examination and supervised practice/employment hours as specified and approved by the Wisconsin Department of Safety and Professional Services

Curriculum
Number Course Title Credits (cr.)
Occupational Specific Courses
10520102 Interviewing 3 cr.
10520103 Ethics in Human Services * 3 cr.
10520104 Issues in Alcohol and Other Drug Abuse 3 cr.
10520105 Introduction to Counseling * 3 cr.
10520106 Methods of Social Casework 3 cr.
10520110 Group Facilitation * 3 cr.
10520112 Family Systems 3 cr.
10520115 Substance Abuse Assessment and Treatment * 3 cr.
Occupational Specific Total 24 cr.
Occupational Supportive/General Studies Courses **
10800918 Introduction to Psychology 3 cr.
Occupational Supportive/General Studies Total 3 cr.
TOTAL PROGRAM REQUIREMENTS 27 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.
# Credit for prior learning not applicable for these courses.
You must earn a grade point of 2.0 or better in all 105XXXXX courses

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)
All WITC information

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>Number employed</th>
<th>% employed in WITC district</th>
<th>Number of responses</th>
<th>Percent employed</th>
<th>Range of yearly salary</th>
<th>Average yearly salary</th>
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Community-Based Residential Facility (CBRF) Caregiver
30-544- 2 Technical Diploma (less than one-year)

Campuses: Ashland, New Richmond, Rice Lake, Superior

Program Overview
Upon successful completion of this program, you will be added to the Wisconsin CBRF Employee Registry and will receive the American Red Cross First Aid Basic with Choking Certification of Completion. Coursework will include the following training modules: Fire Safety, Medication Administration and Management, Standard Precautions, First Aid and Choking, Resident’s Rights and Challenging Behaviors.

How to Apply
Complete the online application or contact Student Services. When completing an online application, select the Community-Based Residential Facility (CBRF) Caregiver program from the program of choice dropdown list

Program Outcomes
CBRF Caregiver graduates will be able to:
• Practice safe medication storage and administration
• Advocate for the fair and ethical treatment of all residents
• Respond appropriately to challenging behaviors
• Practice standard precautions in all situations in the residential setting
• Apply American Red Cross (ARC) first aid and choking emergency procedures
• Apply the basics of fire, fire prevention and emergent response

Career Outlook
CBRF Caregiver program graduates will be well prepared to use their knowledge, skills and abilities in a variety of positions in diverse CBRF settings such as:
• Assisted Living
• Memory Care
• Group Homes
• Transitional Housing

Curriculum

<table>
<thead>
<tr>
<th>Number Course Title</th>
<th>Credits</th>
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<td>Occupational Specific Courses</td>
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<tr>
<td>10575100 CBRF Caregiver Fundamentals</td>
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<td>PROGRAM REQUIREMENTS</td>
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Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

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<tr>
<th>Number of graduates</th>
<th>Number employed</th>
<th>% employed in WITC district</th>
<th>Range of yearly salary</th>
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<td>89%</td>
<td>$20,798-$28,598</td>
</tr>
<tr>
<td>23</td>
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<tr>
<td>13</td>
<td>9</td>
<td></td>
<td>$25,929</td>
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</tbody>
</table>

2019/2020
10520101 Introduction to Human Services - Credits: 3
Students examine the scope, values, and principles of the human service profession. Coursework introduces the typical roles and duties of human services workers. Students assess their own motivations, attitudes, and interests. In addition to the regular classroom hours, volunteer work in a community human services agency is required. Students must complete or have on file current, valid Background Information Disclosure (BID) and Caregiver Background Check (annual Wisconsin and Minnesota) forms, as part of this course.

10520102 Interviewing - Credits: 3
This course provides an introduction to interviewing and recordkeeping skills practiced in human service agencies. Students learn principles and techniques needed to conduct informational and supportive interviews including maintaining clinical records, documenting referrals, staffings, and supervision. Students practice interviewing skills during class.

10520103 Ethics in Human Services - Credits: 3
This course explores the ethical, legal, and professional issues facing the human services worker. It is designed to teach a process of ethical decision-making and to increase awareness of the complexities in practice. Students are introduced to the current state and federal statutes, regulations, and judicial decisions that govern the professional practice in human services. Standards, code of ethics, clients’ rights, and confidentiality are emphasized.

10520104 Issues in Alcohol and Other Drug Abuse - Credits: 3
Students gain a basic understanding of the use and abuse of alcohol and other drugs. Emphasis is on historical and social perspectives of drug use, trends of use, and legal and social responses to problematic alcohol and illicit drug use. Additionally, this course provides an accurate description of the effects of psychoactive drugs, identifies methods of substance abuse treatment, and introduces the student to local treatment services.

10520105 Introduction to Counseling - Credits: 3
This course is designed to provide the student with an overview of the major counseling theories and techniques and applications to various situations. Students will apply concepts and skills through practice in initiating, structuring, and terminating counseling sessions. PREREQUISITE: 10520102 Interviewing.

10520106 Methods of Social Casework - Credits: 3
This course provides an introduction to case management theory, models, and techniques, along with the management and coordination of case records. Key components include intake assessment, creating a plan of service, coordinating care, referral techniques, client self-determination, and ethical issues.

10520107 Gerontology - Credits: 3
The focus of this course is on mental health issues, physical health issues, socioeconomic factors, and other issues that impact the aging process and the individual’s adaptation to it. Dynamics of the individual, social-support systems, community-support systems, and the various programs that are in place to help those with special issues in the aging process will be examined.

10520108 Child and Adolescent Behavior - Credits: 3
This course examines issues related to child development, juvenile delinquency, and mental health. The course will explore healthy and appropriate child development and issues such as abuse and neglect, which alter development. Juvenile delinquency will explore common behavioral concerns of adolescents and what treatment options exist. Finally, prevalent mental health issues of children and adolescents will be explored as well as treatment including common medications.

10520110 Group Facilitation - Credits: 3
An introduction to theory and practice of group dynamics and processes are covered in this course. Knowledge areas include ethical considerations, effective group leadership, and stages of group development. Learners will record and critique practice group sessions, function as group members, and demonstrate effective group facilitation skills. COREQUISITE: 10510102 Interviewing.

10520112 Family Systems - Credits: 3
This course focuses on issues related to families and family functioning relevant to the human services field. Major areas of focus will include child maltreatment, domestic violence, and addiction, with emphasis on relevant helping skills and services.

10520113 Field Experience 1 - Credits: 3
Students develop skills as human services professionals by working directly or indirectly with clients in community agencies. This experience is designed to enhance the knowledge, skills, and behaviors essential for human services workers in the professional setting. An agency supervisor and a faculty member facilitate this learning experience. Students must complete or have on file current, valid Background Information Disclosure (BID) and Caregiver Background Check (annual Wisconsin and Minnesota) forms, as part of this course. PREREQUISITE: 10520102 Interviewing, 10520103 Ethics in Human Services, 10520104 Issues in Alcohol and Other Drug Abuse, 10520106 Methods of Social Casework, and COREQUISITES: 10520101 Introduction to Human Services and 10520115 Substance Abuse and Treatment.

10520114 Field Experience 2 - Credits: 3
Students continue their on-the-job training in a community agency. Additional hands-on experiences working with clients and agency staff provide students with the opportunity to apply and refine skills learned in coursework areas. An agency supervisor and a faculty member facilitate this learning experience. Students must complete or have on file current, valid Background Information Disclosure (BID) and Caregiver Background Check (annual Wisconsin and Minnesota) forms, as part of this course. PREREQUISITE: 10520113 Field Experience 1.

10520115 Substance Abuse Assessment and Treatment - Credits: 3
This course will gain further understanding of substance abuse and dependence, assessment and treatment interventions. Emphasis is on assessment, diagnosis, and treatment of substance use disorders. Students will also gain further understanding of levels of care, community-based sober support, referrals and family system interventions. PREREQUISITE: 10520104 Issues in Alcohol and Other Drug Abuse.

10575100 CBRF Caregiver Fundamentals - Credits: 2
In this credit-based course, students will obtain the knowledge and skills required to become Community-Based Residential Facility (CBRF) caregivers. Coursework will include the following training modules: DHS 83.20 (2) (b) CBRF Fire Safety; DHS 83.20 (2) (d) CBRF Medication Administration and Management; DHS 83.20 (2) (a) CBRF Standard Precautions; DHS 83.20 (2) (c) CBRF First Aid and Choking; DHS 83.21 (1) CBRF Resident’s Rights, and DHS 83.21 (3) CBRF Challenging Behaviors. Upon successful completion of this course, students are added to the Wisconsin CBRF Employee Registry and will receive the American Red Cross First Aid with Choking Certification of Completion.
Information Technology

Broadband Internet Technician ............................................. 173
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Broadband Installer ............................................................ 175
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Networking Professional ..................................................... 179
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Information Technology - Web and Software Developer ........... 184
### Broadband Internet Technician Pathway

**You could take this first and get a credential.**

<table>
<thead>
<tr>
<th>Broadband Customer Service Specialist</th>
<th>Potential Careers</th>
<th>Range of Yearly Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Pathway Certificate</strong></td>
<td>Customer Service Phone Bank, Customer Service Receptionist, Direct Sales Representative</td>
<td>$ 38,789-80,000 annually</td>
</tr>
<tr>
<td><strong>6 Credits / Less than 1 Semester</strong></td>
<td></td>
<td></td>
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</table>

**Broadband Installer**

<table>
<thead>
<tr>
<th>Technical Diploma</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>14 Credits / less than One-Year</strong></td>
<td>Fiber Optic Cable Splicer, CCTV Security Systems Installer, Residential/Business Installer, Aerial/Buried Cable Installation, Outside Plant Installation</td>
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**Potential Careers**

<table>
<thead>
<tr>
<th>Customer Service Phone Bank, Customer Service Receptionist, Direct Sales Representative</th>
<th>Fiber Optic Cable Splicer, CCTV Security Systems Installer, Residential/Business Installer, Aerial/Buried Cable Installation, Outside Plant Installation</th>
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</thead>
<tbody>
<tr>
<td>6 Credits / Less than 1 Semester</td>
<td>Range of Yearly Salary $ 38,789-80,000 annually</td>
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</table>

**Range of Yearly Salary**

<table>
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<th>Potential Careers</th>
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</thead>
<tbody>
<tr>
<td>Customer Service Phone Bank, Customer Service Receptionist, Direct Sales Representative</td>
</tr>
<tr>
<td>Fiber Optic Cable Splicer, CCTV Security Systems Installer, Residential/Business Installer, Aerial/Buried Cable Installation, Outside Plant Installation</td>
</tr>
<tr>
<td>$ 38,789-80,000 annually</td>
</tr>
</tbody>
</table>

### Continue your education to obtain a technical diploma...

**Broadband Internet Technician**

<table>
<thead>
<tr>
<th>Technical Diploma</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>37 Credits Total /1 Year Full-Time</strong></td>
<td>Cellsite Technician, Broadband Technician, Broadband Consultant, Telephone Installer/Repairer, Repairer of Systems/Equipment, Cable Splicer (Fiber Optics), Central Office Repairer or Installer, Private Branch Installer/Repairer, Residential/Business Installer, Network Technician, RF Engineer, Microwave Technician</td>
</tr>
</tbody>
</table>

### Continue your education to obtain a bachelor’s degree.

**BEYOND WITC**

**Bachelor’s Degree**

<table>
<thead>
<tr>
<th>UW-Stout</th>
</tr>
</thead>
</table>

**Important Notes on Transferring:**

- Check out [witc.edu/transfer](http://witc.edu/transfer) for details on specific agreement listed
- The college listed has developed a Technical Diploma to Bachelor Degree Articulation Agreement with WITC
- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities
- Transferology, [www.transferology.com](http://www.transferology.com), or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process

Broadband Professionals are encouraged to look at the Broadband Networking Services Technical Certificate if interested in furthering their education.
Campus: Rice Lake

Program Overview

In the Broadband Internet Technician program, you will learn the skills necessary to engineer, install and maintain video, voice and data services. You will work with fiber optics, twisted pair copper, coaxial and wireless communication.

Special Features

This is a unique program in the state.

WITC is an ETA-I (Electronics Technicians Association, International) approved training provider for the following certifications:
- Fiber Optics Installer
- Certified Computer Service Technician
- Certified Satellite Installer

Admission Requirements

- Complete application form and submit with fee (fee waiver may apply if previously submitted)
- Review and sign Functional Abilities Disclosure
- Review and Sign Gainful Employment Disclosure
- Complete admissions meeting with a WITC counselor

This IMPACT program is 100% funded with an H-1B TechHire Partnership $5 million grant awarded by the U.S. Department of Labor’s Employment and Training Administration. This program is an equal opportunity program and auxiliary aids and services are available upon request to individuals with disabilities by calling 711 or 800.243.9482 Voice/TTY. WITC is an Equal Opportunity/Access Employer and Educator. This workforce product was funded by a grant awarded by the U.S. Department of Labor's Employment and Training Administration. The product was created by the grantee and does not necessarily reflect the official position of the U.S. Department of Labor. The U.S. Department of Labor makes no guarantees, warranties, or assurances of any kind, express or implied, with respect to such information, including any information on linked sites and including, but not limited to, accuracy of the information or it completeness, timeliness, usefulness, adequacy, continued availability, or ownership.

Program Outcomes

Broadband Internet Technician graduates will be able to:
- Apply basic concepts for Broadband services
- Resolve Broadband service problems
- Demonstrate safe practices and techniques
- Perform installations of cellular systems
- Diagnose problem areas using electrical principles and solid-state/digital electronics
- Interpret system maps
- Perform repairs and troubleshooting of Broadband systems
- Test Broadband network levels
- Perform installations of Broadband systems

Employability Essentials

The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook

Typical positions available after graduation include:
- Cellsite Technician
- Broadband Technician
- Broadband Consultant
- Telephone Installer/Repairer
- Repairer of Systems/Equipment
- Cable Splicer (Fiber Optics)
- Central Office Repairer or Installer
- Private Branch Installer/Repairer
- Residential/Business Installer
- Network Technician
- RF Engineer
- Microwave Technician

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/broadband-internet-technician/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information

Broadband Internet Technician is a new WITC program. No graduate follow-up information is currently available.

2019/2020
Broadband Customer Service Specialist
61-451-1 Pathway Certificate (less than one-year)

Campus: Custom (Online)

Program Overview
The Broadband Customer Service Specialist (BCSS) program is designed to introduce a novice to the terms and technology found in the Broadband industry. Customer service specialists communicate important information about the broadband products and services their employers provide. As a broadband customer service specialist, you'll respond to customer inquiries, guide customers through the purchasing process, make product or service recommendations and resolve complaints or technical concerns.

Special Features
WITC's Broadband Customer Service Specialist program is designed to be offered in an online format. This delivery option increases training opportunities for high schools and other WITC partnering agencies. This is a unique program in the state.

Inquire
For more information on this program and how to apply, contact: Dan Schullo, Project Coordinator at Dan.Schullo@witc.edu or 715-234-7082 ext. 5267

Program Outcomes
Broadband Customer Service Specialist graduates will be able to:
- Apply basic concepts for Broadband services
- Resolve Broadband service problems
- Demonstrate safe practices and techniques

Career Outlook
Typical positions available after graduation include:
- Customer Service Phone Bank
- Customer Service Receptionist
- Direct Sales Representative

Curriculum

<table>
<thead>
<tr>
<th>Number Course Title</th>
<th>Credits (cr.)</th>
</tr>
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<tr>
<td>Occupational Specific Courses</td>
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<tr>
<td>32451365 Broadband Telco Service 101</td>
<td>1 cr.</td>
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<tr>
<td>32451366 Broadband Television Service 101</td>
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<tr>
<td>32451367 Broadband Fiber Service 101</td>
<td>1 cr.</td>
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<td>32451368 Broadband Internet Services 101</td>
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<td>Occupational Specific Total</td>
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<td>32801361 Applied Communications</td>
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<td>PROGRAM REQUIREMENTS</td>
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* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 41-43 for course descriptions.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

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<tr>
<td>Number employed</td>
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<tr>
<td>Average yearly salary</td>
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This IMPACT program is 100% funded with an H-1B TechHire Partnership $5 million grant awarded by the U.S. Department of Labor’s Employment and Training Administration. This program is an equal opportunity program and auxiliary aids and services are available upon request to individuals with disabilities by calling 711 or 800.243.9482 Voice/TTY. WITC is an Equal Opportunity/Access Employer and Educator. This workforce product was funded by a grant awarded by the U.S. Department of Labor’s Employment and Training Administration. The product was created by the grantee and does not necessarily reflect the official position of the U.S. Department of Labor. The U.S. Department of Labor makes no guarantees, warranties, or assurances of any kind, express or implied, with respect to such information, including any information on linked sites and including, but not limited to, accuracy of the information or its completeness, timeliness, usefulness, adequacy, continued availability, or ownership.
Broadband Installer
30-451-2 Technical Diploma (less than one-year)

Campus: Custom (Online)

Program Overview

The Broadband Installer program is designed to provide basic skills to install a variety of broadband networks. Installers could work with fiber optic, voice, video transports, CCTV security systems, landline and cellular services. Work duties would include premise installation, change of service and emergency restorations.

Special Features

This is a unique program in the state.

WITC is an ETA-I (Electronics Technicians Association, International) approved training provider for the following certifications:

- Fiber Optics Installer
- Certified Computer Service Technician
- Certified Satellite Installer

WITC’s Broadband Installer program is designed to be offered in an online format with a hands-on component scheduled either on-campus or at a broadband company site. This delivery option increases training opportunities for high schools and other WITC partnering agencies.

Program Outcomes

Broadband Installer graduates will be able to:

- Demonstrate safe practices and techniques
- Perform installations of Broadband systems

Career Outlook

Typical positions available after graduation include:

- Fiber Optic Cable Splicer
- CCTV Security Systems Installer
- Residential/Business Installer
- Aerial/Buried Cable Installation
- Outside Plant Installation

Inquire

For more information on this program, scheduled sites, and how to apply, contact: Dan Schullo, Project Coordinator at Dan.Schullo@witc.edu or 715.234.7082 ext. 5267

Career Vision

Graduate Employment Information

Broadband Installer is a new WITC program. No graduate follow-up information is currently available.

2019/2020
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

10150139
IT Essentials and Security - Credits: 2
This course introduces students to the fundamentals of computer hardware and software, mobile devices, security and networking concepts, and the responsibilities of an IT professional. The latest release includes mobile devices, Linux, and client side virtualization, as well as expanded information about Microsoft Windows operating systems, security, networking, and troubleshooting. This course covers materials on the CompTia A+ certification exam.

32150375
Broadband Network 201 - Credits: 3
Students will learn to identify and describe the various components of a computer network, identify and compare the different networking topologies, and select appropriate cabling and connections options. Identification of hardware and software components that make up a local area network and configuration of the TCP/IP protocol, including planning and implementation, will be covered. Students will gain an understanding of the concept of resource sharing and network troubleshooting tools and procedures and apply them to their work. PREREQUISITE: 10150139 IT Essentials and Security.

32451369
Introduction to Cellular and WiFi - Credits: 3
This course is an introduction to the evolution of fiber optics. Students will be introduced to the physical characteristics of cable and the transmission of light through fiber optic cable. Students will view basic installation and troubleshooting methods while being introduced to industry color codes, print reading, system maps, and a variety of fiber optic services.

32451368
Broadband Internet Services 101 - Credits: 1
This course is an introduction to the evolution of Internet services. Students will be introduced to the different types of broadband Internet delivery methods, installation and troubleshooting methods, Internet transmission types, safety issues, government regulatory services, the "Internet of Things" (IoT) and future trends.

32451365
Broadband Telco Service 101 - Credits: 1
This course is an introduction to the evolution of POTS (Plain Old Telephone Service) and Public Switch Telephone Networks. Students will be introduced to the physical and electrical design of cables, basic installation, troubleshooting, industry color codes, print reading, system maps, and telco service procedures.

32451366
Broadband Television Service 101 - Credits: 1
This course is an introduction to the evolution of hybrid fiber coaxial and IPTV systems within the broadband industry. Students will be introduced to RF & IPTV networks, basic installation, print reading and set-top box administration. Students will address the importance of proper installation of customer equipment, troubleshooting and customer service.

32451367
Broadband Fiber Service 101 - Credits: 1
This course is an introduction to the evolution of fiber optics. Students will be introduced to the physical characteristics of cable and the transmission of light through fiber optic cable. Students will view basic installation and troubleshooting methods while being introduced to industry color codes, print reading, system maps, and a variety of fiber optic services.

32451368
Broadband Internet Services 101 - Credits: 1
This course is an introduction to the evolution of Internet services. Students will be introduced to the different types of broadband Internet delivery methods, installation and troubleshooting methods, Internet transmission types, safety issues, government regulatory services, the "Internet of Things" (IoT) and future trends.

32451369
Broadband Installation - Credits: 3
This course introduces the student to the basics of the HFC (Hybrid Fiber Coaxial) portion of the broadband industry. It will focus on four primary areas: cable and wire - the design of the cables physically and electrically and how to splice them; print reading - construction drawings and system maps/circuit diagrams; station installation - installation of customer materials and equipment and teaching the customers how to properly use the equipment; basic trouble shooting - finding and repairing trouble in materials and equipment.

32451370
Broadband Fiber Service 201 - Credits: 3
This course is an introduction to the evolution of fiber optics. Students will be introduced to the physical characteristics of cable and the transmission of light through fiber optic cable. Students will view basic installation and troubleshooting methods while being introduced to industry color codes, print reading, system maps, and a variety of fiber optic services.

32451371
Broadband Fiber Service 201 - Credits: 3
This course is an introduction to the evolution of fiber optics. Students will be introduced to the physical characteristics of cable and the transmission of light through fiber optic cable. Students will view basic installation and troubleshooting methods while being introduced to industry color codes, print reading, system maps, and a variety of fiber optic services.

32451372
Broadband Operations - Credits: 4
This course provides the student with installation, testing and troubleshooting techniques of hybrid fiber optic/coaxial cable systems. System measurements, performance and government standards are also covered using various Signal Level Meters. Alternative video delivery methods to customers are explored. These include projects such as setting up satellite dishes and streaming methods. Locating of buried cable is performed.

32451373
Broadband Cable Installation 201 - Credits: 3
This course is designed to train those with no previous knowledge in the industry for entry-level employment in the field of security system installation. The focus will be to understand voice and data networking. The basic cable installer will be able to build and administrate the physical layer of network infrastructure and gain a deeper understanding of the networking devices that this layer interconnects.

32451376
Broadband Termination and Testing 201 - Credits: 3
This course is an introduction to the basic concepts, principles, and theories of AC and DC electricity, including the analysis of circuits to learn the relationship of current, voltage, and resistance. Knowledge and use of test equipment will focus on multimeters and signal generators. Series and parallel circuits will be explored using a digital electronics trainer and computer assisted instruction (CAI).
# Information Technology - Cybersecurity Specialist Pathway

**You could take this first and get a credential.**

<table>
<thead>
<tr>
<th>Networking Professional</th>
<th>Potential Careers</th>
<th>IT - Network Technician</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>15 Credits / 1 Year Full-Time</td>
<td></td>
<td>19 Credits / Less than 1 Year Part Time</td>
<td></td>
</tr>
</tbody>
</table>

**Continue your education to obtain an associate degree.**

<table>
<thead>
<tr>
<th>IT - Cybersecurity Specialist</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Associate Degree</td>
<td>Network Administrator, Network Support Specialist, Cyber Security Specialist, Network Security Specialist, Network Specialist, Computer Specialist, SOC Analyst</td>
</tr>
<tr>
<td>63 Credits / 2 Years Full Time; 3 Years Part Time</td>
<td></td>
</tr>
</tbody>
</table>

**Range of Yearly Salary**

$47,836-$87,000

The information below is based on graduates’ responses from the following technical colleges within the Wisconsin Technical College System (WTCS) for 10-151-2 IT-Cybersecurity Specialist: Madison Area, Northeast Wisconsin, Waukesha County and Gateway Technical College.

**Continue your education to obtain a bachelor’s degree.**

**BEYOND WITC**

**Bachelor’s Degree**
- Cardinal Stritch University
- Lakeland University
- UW Milwaukee
- UW Oshkosh
- UW Stout+

**Important Notes on Transferring:**

- Check out [witc.edu/transfer](http://witc.edu/transfer) for details on specific agreements listed
- The colleges listed have developed an Associate Degree to Bachelor Degree Articulation Agreement with WITC
- These colleges have developed an agreement related directly to the Information Technology (IT) Program
- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities
- Transferology, [www.transferology.com](http://www.transferology.com), or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process.
Information Technology - Cybersecurity Specialist

10-151-2 Associate Degree (two-year)

Campuses: Ashland*, New Richmond, Rice Lake, Superior*

Full program available at the New Richmond or Rice Lake campus

*Only first year coursework available at the Ashland or Superior campus

Program Overview

The IT - Cybersecurity Specialist program will give students hands-on experience with networking, operation systems, virtualization and security. Students will build a strong IT base as they install and configure Windows and Linux environments and create networks for a business like environment. Students will study attacks and security practices to protect data as they configure security settings, test and monitoring configurations. Students will be exposed to Router, switches, firewalls, wireless, virtual and IPS devices from multiple vendors, along with commercial and open source software. Students will be immersed in an IT ecosystem and learn how to secure an organization’s desktops, servers, networks and applications to support a thriving business.

Special Features

WITC is affiliated with the following industry partners providing students with access to a variety of materials and software: Cisco, CompTIA, Microsoft, Palo Alto and VMware. WITC locations are Cisco academies, and WITC is a CompTIA academy partner. VUE testing centers are available at each location.

Grades have the option to transfer coursework to complete a Bachelor’s Degree at UW-Stout, UW–Milwaukee, and other institutions with degree completion programs

Admission Requirements

• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Review and sign Functional Abilities Disclosure
• Complete admissions meeting with a WITC counselor

Program Outcomes

IT - Cybersecurity Specialist graduates will be able to:
• Identify security strategies
• Implement secure infrastructures
• Conduct security testing
• Analyze security data
• Mitigate risk
• Develop security documentation

Employability Essentials

The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook

Typical positions available after graduation include:
• Network Administrator
• Network Support Specialist
• Cyber Security Specialist
• Network Security Specialist
• Network Specialist
• Computer Specialist
• SOC Analyst

Graduate Employment Information

(WITC Graduate Survey Responses 2017-2018)

The information below is based on graduates’ responses from the following technical colleges within the Wisconsin Technical College System (WTCS) for 10-151-2 IT-Cybersecurity Specialist: Madison Area, Northeast Wisconsin, Waukesha County and Gateway Technical College.

| Number of graduates | 16 |
| Number of responses | 6 |
| Number available for employment | 5 |
| Number employed | 5 |
| Percent employed | 100% |
| Employed in related field | 80% |
| % employed in WITC district | NA |
| Range of yearly salary | $47,836-$87,000 |
| Average yearly salary | $61,209 |

2019/2020
Networking Professional
17-150-5 Technical Certificate

Campuses: New Richmond, Rice Lake, Superior

Overview
This certificate consists of completion of four Cisco courses with a 3.00 or better. You will be proud to have achieved this recognition whether you are a program student or an IT professional.

Special Feature
Friendly, skilled instructors with an emphasis in a hands-on teaching environment will teach the courses. Topics within the certificate will help prepare the student for industry certification in the Cisco Certified Networking Associate (CCNA).

How to Apply:
Complete the online application or contact Student Services. When completing an online application, select the Networking Professional program from the program of choice dropdown list.

Outcomes
The Networking Professional Certificate will prepare you to:
• Configure hardware and software
• Plan and implement routers into TCP/IP network infrastructure
• Plan, implement, and support wired and wireless networks

Career Outlook
Typical positions available after graduation include:
• Network/Technical Coordinators
• Network Administrator/Managers
• Network Technician or Support Specialists
• Computer Support Specialists

Related Program
• Information Technology - Cybersecurity Specialist

<table>
<thead>
<tr>
<th>Curriculum</th>
<th>Number</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>10150109</td>
<td>Wireless Networking and Security *</td>
<td>3 cr.</td>
<td></td>
</tr>
<tr>
<td>10150111</td>
<td>Cisco CCNA 1 Introduction to Networks *</td>
<td>3 cr.</td>
<td></td>
</tr>
<tr>
<td>10150112</td>
<td>Cisco CCNA 3 Scaling Networks *</td>
<td>3 cr.</td>
<td></td>
</tr>
<tr>
<td>10150113</td>
<td>Cisco CCNA 2 Routing and Switching Essentials *</td>
<td>3 cr.</td>
<td></td>
</tr>
<tr>
<td>10150114</td>
<td>Cisco CCNA 4 Connecting Networks *</td>
<td>3 cr.</td>
<td></td>
</tr>
<tr>
<td>TOTAL CERTIFICATE REQUIREMENTS</td>
<td>15 cr.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Cloud Computing, IOT and Network Programmability in an enterprise network architecture. At the completion of this course student may achieve a discount voucher for the CCNA Routing and Switching certification exam. PREREQUISITE: 10150112 Cisco CCNA 3 Scaling Networks.

10150117 Server Administration 1 - Credits: 3
This course provides students with the fundamental technologies needed to administer a Windows domain. Students will learn how to manage domain resources including users, workstations, servers and shared folders using Active Directory, role management, Server Manager and RSAT. Student will learn how to secure these domain resources using Group Policy, NTFS and file share permissions. Student will also learn how to use the Domain Naming System (DNS), an integral part of Windows domain environments. PREREQUISITE: 10151419 Windows Operating Systems.

10150139 ET Essentials and Security - Credits: 2
The ET Essentials and Security (ITIES) course introduces students to the fundamentals of computer hardware and software, mobile devices, security and network concepts, and the responsibilities of an IT professional. The latest release includes mobile devices, Linux, and client side virtualization, as well as expanded information about Microsoft Windows operating systems, security, networking, and troubleshooting. This course covers materials on the CompTIA A+ certification exam.

10150161 Network and Security Case Studies - Credits: 1
The primary focus of this course is to have the students receive exposure and experience with a business information system. To accomplish this goal, students will get involved with industry or complete a business lab simulation by designing and implementing a business project. PREREQUISITE: 10150102 Information Security.

10150170 Coding with Python - Credits: 2
This course introduces Python for network engineering. It begins with basic programming topics such as variables, lists, decisions, loops and I/O. Using this knowledge the course teaches students how to automate the configuration of networking equipment. This course also introduces the “Internet of Things” (IoT) and how to use Python to program IoT devices.

10151101 Firewall and VPN Management - Credits: 3
This course covers the configuration and management of firewall and VPN technologies. Students will be exposed to products from manufacturers like: Cisco, Palo Alto, SonicWall and Check Point. In depth hands-on exercises are used to instruct the student in the related technologies including NAT, PAT, ACL construction, application gateways, statetal packet inspection, application layer and URL filtering. Student will configure and test VPN connection for remote access and site-to-site connections. PREREQUISITE: 10150113 Cisco CCNA 2 Routing and Switching Essentials.

10151102 Digital Forensics and Incident Response - Credits: 2
This course provides an overview of computer forensics. Operating system structures and file/disk structures (partitions, MMF, GPT) will be covered for Windows, Android and Linux. Imaging of drives and memory will be done using computer forensic hardware and software tools. The details of data acquisition will identify artifacts for the operating system, files system, browsers, and email. File and password recovery will be performed with data carving tools. Students will generate reports to document their activities. Tools used may include: FTK, dd, Kali. PREREQUISITE: 10151403 Linux Operating Systems.
Information Technology - Systems Administration Specialist Pathway

You could take this first and get a credential.

**IT - Network Technician**

Technical Diploma

潜在的职业

Computer Technician, Network Technician

19 Credits / Less than 1 Year Part Time

---

Continue your education to obtain an associate degree.

**Information Technology - Systems Administration Specialist**

Associate Degree

潜在的职业

Systems Administrator, Microsoft Server Administrator, Network Technician, VMware vSphere Administrator, Database Administrator, Cloud Technician

Range of Yearly Salary

$31,198-$39,517 annually

63 Credits / 2 Years Full-Time; 3 Years Part Time

---

Continue your education to obtain a bachelor’s degree.

**BEYOND WITC**

**Bachelor’s Degree**

Lakeland University+

UW Milwaukee

UW Oshkosh

UW Stout+

Important Notes on Transferring:

- Check out witc.edu/transfer for

- The colleges listed have developed an Associate Degree to Bachelor Degree Articulation Agreement with WITC

- These colleges have developed an agreement directly related to the Information Technology (IT) Program

- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities

- Transferology, www.transferology.com, or Transfer Evaluation System (TES), may be helpful tools assist your transfer process
Information Technology - Systems Administration Specialist
10-154-7 Associate Degree (two-year) Financial Aid Eligible

Campuses: Ashland, New Richmond*, Rice Lake, Superior*
Full program available at the Ashland or Rice Lake campus
*Only first year coursework available at the New Richmond or Superior campus. Second year coursework available at other campus locations or may be remotely offered online.

Program Overview
The first year of the IT-Systems Administration Specialist program provides you with a foundation in computer systems along with strong networking skills. These skills will allow you to support and manage computer systems and the networks connecting them.

The second year of the program focuses on server administration, database administration, virtualization and cloud computing concepts. Students learn how to securely install, configure and manage servers in a virtualized environment. The curriculum provides skills to help prepare students for the Microsoft Technology Associate (MTA), VMware Certified Professional (VCP), AWS Certified Solutions Architect, CompTIA A+, Network+, Linux+ and Server+ certifications.

Special Features
WITC is affiliated with the following industry partners providing students with access to a variety of materials and software: Cisco, CompTIA, Microsoft, and VMware.

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Review and sign Functional Abilities Disclosure
• Complete admissions meeting with a WITC counselor

Program Outcomes
Information Technology - Systems Administration Specialist graduates will be able to:
• Manage information technology hardware
• Manage software
• Support computer networks
• Provide end user support
• Solve information technology problems
• Demonstrate customer service skills as an IT professional

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Systems Administrator
• Microsoft Server Administrator
• Network Technician
• VMware vSphere Administrator
• Database Administrator
• Cloud Technician

With additional education and/or work experience, graduates may find employment as:
• Network Administrator
• Information Security Analyst
• Data Center Manager

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>Number employed</th>
<th>% employed in WITC district</th>
</tr>
</thead>
<tbody>
<tr>
<td>8</td>
<td>6</td>
<td>67%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Number of responses</th>
<th>Percent employed</th>
<th>Range of yearly salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>7</td>
<td>86%</td>
<td>$31,198-$39,517</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Number available for employment</th>
<th>Employed in related field</th>
<th>Average yearly salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>7</td>
<td>3</td>
<td>$35,798</td>
</tr>
</tbody>
</table>

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.
Course Descriptions

(See pages 40-42 for General Studies course descriptions)

10150111 Cisco CCNA 1 Introduction to Networks - Credits: 3
Cisco CCNA 1 Introduction to Networks (ITN) covers networking architecture, structure, and functions. The course introduces IPv4 and IPv6 addressing structure and design, the fundamentals of Ethernet concepts, media, and operations, the OSI and TCP/IP models and associated protocols to set a strong networking foundation. Wreshusk is used to examine protocols on the network. Students configure and troubleshoot routers (OS), switches and clients for a basic network.

10150113 Cisco CCNA 2 Routing and Switching Essentials - Credits: 3
Cisco CCNA 2 Routing and Switching Essentials (RSE) covers the architecture, components, and operations of routers and switches in a small network. Students learn how to configure, device management, switch ports, security, VLANs, Static and Dynamic routing, DHCP (v4 and v6), NAT and ACLs on routers and switches. At the completion of this course student may achieve a discount voucher for the CCENT certification exam. PREREQUISITE: 10150111 Cisco CCNA1 Introduction to Networks.

10150117 Server Administration 1 - Credits: 3
This course provides students with the fundamental technologies needed to administer a Windows domain. Students will learn how to manage domain resources including users, workstations, servers and shared folders using Active Directory, role management, Server Manager and RSAT. Students will learn how to secure these domain resources using Group Policy, NTS and file share permissions. Students will also learn how to use the Domain Naming System (DNS), an integral part of Windows domain environments. PREREQUISITE: 10154149 Windows Operating Systems.

10150118 Server Administration 2 - Credits: 3
This course introduces students to some of the most important server roles for systems administrators. These roles will include DHCP, storage, and Hyper-V virtualization. Students will learn how to Manage IP addresses on a network. They will learn how to create and secure file and block level storage. They will also learn how to create, manage and network virtual machines in a secure environment. PREREQUISITE: 10154149 Windows Operating Systems.

10150139 IT Essentials and Security - Credits: 2
The IT Essentials and Security (ITES) course introduces students to the fundamentals of computer hardware and software, mobile devices, security and networking concepts, and the responsibilities of an IT professional. The latest release includes mobile devices, Linux, and client side virtualization, as well as expanded information about Microsoft Windows operating systems, security, networking, and troubleshooting. This course covers materials on the CompTIA A+ certification exam.

10150170 Coding with Python - Credits: 2
This course introduces Python for network engineering. It begins with basic programming topics such as variables, lists, decisions, loops and I/O. Using this knowledge the course teaches students how to automate the configuration of networking equipment. This course also introduces the “Internet of Things” (IoT) and how to use Python to program IoT devices.

10152100 Database Concepts and SQL - Credits: 3
This course is a comprehensive introduction to database concepts. The interaction between software applications and databases will be discussed. Database terminology will be introduced. Students will learn how to manage, design, and construct relational databases. Structured Query Language (SQL) will be used to define and access databases. Other topics include normalization, entity relationship diagrams, foreign key constraints, and indexes.

10154103 Linux Operating Systems - Credits: 3
In this course the Linux operating system is examined in-depth with emphasis on features, capabilities, tools, and configurations including an introduction to network configurations. Additional topics will examine other operating systems like MAC OS.

10154101 VMware Certified Professional - Credits: 3
This course is an introduction to Enterprise virtualization using VMware vSphere, ESXi and vCenter. Students receive hands-on experience in the installation, configuration and management of VMware. This course also covers storage and networking concepts important to virtualization. This course fulfills the “VMware vSphere: Install, Configure, Manage” requirement to take the VCP certification exam. PREREQUISITE: 10150113 Cisco CCNA 2 Routing and Switching Essentials.

10154165 Introduction to Systems Center - Credits: 2
This course will explore virtualization with Microsoft Hyper-V. Topics include Hyper-V installation, virtual networking, storage configurations, and Hyper-V management with Systems Center Virtual Machine Manager (SCVMM). In addition, this course will introduce Microsoft System Center Configuration Manager (SCCM). Students will learn administrative procedures to setup a Configuration Manager environment, create and deploy applications and packages, deploy Windows operating systems, and manage the environment. PREREQUISITE: 10150117 Server Administration 1.

10154166 Introduction to PowerShell Automation - Credits: 3
Scripting technologies are used to automate system management tasks and software management utilities. Students will learn basic programming logic concepts to develop scripts. Windows PowerShell is utilized to administer and automate tasks in Microsoft Windows network environments. PREREQUISITE: 10150117 Server Administration 1.

10154144 Ethical Hacking - Credits: 3
Ethical hacking students will scan, test and secure their own systems. Students in the lab environment will apply practical experience to implement essential security for systems. Studies will include how perimeter defenses are applied to their own networks. The processes of escalating privileges, Intrusion Detection, Policy Creation, Social Engineering, DDoS Attacks, Buffer Overflows and Virus will be studied from an ethical and defense point of view to help secure resources in the information technology. PREREQUISITES: 10150117 Server Administration 1 and 10154103 Linux Operating Systems.

10154146 Cloud Computing - Credits: 3
This course will examine how storage and virtualization technologies are making possible the enormous rise of cloud computing. The course will look at the impact that cloud computing is having on traditional datacenters. It will also discuss security and disaster recovery from a cloud computing perspective. PREREQUISITE: 10154141 VMware Certified Professional.

10154147 Capstone Project - Credits: 2
This course is the capstone work-based experience for the IT - Systems Administration Specialist program. Learners will design, develop, and perform a project either in an actual work experience or a simulated project. The project will be designed to utilize skills typical of a graduate in the field. Weekly simulated timesheets, job progress reports, and oral reports to management will be used to track project progress. Successful completion will require project documentation. COREQUISITE: 10154146 Cloud Computing.

10154148 IT Field Experience - Credits: 1
Provides work experience in IT Field related to course work within the program. The experience should complement program courses to implement practical application of skills students obtain. By consent of instructor, a special project(s) may be substituted for the field experience. COREQUISITE: 10154146 Cloud Computing.

10154149 Windows Operating Systems - Credits: 3
A review of the most common command line operations and study of more advanced commands necessary to configure the Windows operating system for a variety of environments. Topics to be studied include creating directories, batch files, menus, custom configurations, file management, multitasking, windowing, security, and disk management utilities. There will be an introduction to usage, configuration, and tools of the Windows operating system.
Information Technology - Web and Software Developer
10-152-7 Associate Degree (two-year) Financial Aid Eligible

Campuses: New Richmond, Online

Program Overview
Web and software development teaches you how to solve problems. You will learn how to read/write in multiple languages, understand the concepts of object oriented programming, smart software design, troubleshooting, debugging and creating solutions.

Special Feature
The Information Technology - Web and Software Developer program is available online.

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Review and sign Functional Abilities Disclosure
• Complete admissions meeting with a WITC counselor

Program Outcomes
Information Technology - Web and Software Developer graduates will be able to:
• Design software systems
• Integrate database technologies
• Develop software applications
• Develop technical documentation

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Web Developer
• Software Developer
• Database Developer

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10152100</td>
<td>Database Concepts and SQL</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10152101</td>
<td>Web Design and Development</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10152102</td>
<td>Advanced Web Site Development *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10152106</td>
<td>Java Programming - Beginning *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10152107</td>
<td>Java Programming - Advanced *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10152108</td>
<td>Enterprise Java Programming *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10152110</td>
<td>Programming in SQL *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10152111</td>
<td>Systems Analysis and Design *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10152112</td>
<td>Server-Side Web Development *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10152113</td>
<td>Applications Development *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10152115</td>
<td>Beginning .NET Programming *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10152116</td>
<td>Web Tools of the Trade *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10152117</td>
<td>Advanced .NET Programming *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10152118</td>
<td>Enterprise Programming in .NET *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10152119</td>
<td>Development in Emerging Technologies *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10152135</td>
<td>Program Logic</td>
<td>3 cr.</td>
</tr>
</tbody>
</table>

Technical Studies Total 47 cr.

General Studies Courses **
10801136 English Composition 1 3 cr.
10801196 Oral/Interpersonal Communication or
10801198 Speech 3 cr.
10804123 Math with Business Applications or
10804113 College Technical Mathematics 1 or
10804133 Mathematics and Logic 3 cr.
10809166 Introduction to Ethics: Theory and Application or
10809172 Introduction to Diversity Studies or
10809195 Economics 3 cr.
10809198 Introduction to Psychology 3 cr.
General Studies Total 15 cr.

PROGRAM REQUIREMENTS 62 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.
You must earn a grade point of 2.0 or better in 10152113 Applications Development

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>Number employed</th>
<th>% employed in WITC district</th>
</tr>
</thead>
<tbody>
<tr>
<td>6</td>
<td>4</td>
<td>100%</td>
</tr>
<tr>
<td>Number of responses</td>
<td>Percentage employed</td>
<td>Average yearly salary</td>
</tr>
<tr>
<td>6</td>
<td>100%</td>
<td>$50,937*</td>
</tr>
<tr>
<td>Number available for employment</td>
<td>Employed in related field</td>
<td>Range of yearly salary</td>
</tr>
<tr>
<td>4</td>
<td>2</td>
<td>$30,303-$82,000*</td>
</tr>
</tbody>
</table>

*Range of yearly salary and average yearly salary based on composite from Wisconsin’s 16 technical college districts (WTCS) which may or may not include WITC graduates.
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

10152100  
**Database Concepts and SQL - Credits: 3**  
This course is a comprehensive introduction to database concepts. The interaction between software applications and databases will be discussed. Database terminology will be introduced. Students will learn how to manage, design, and construct relational databases. Structured Query Language (SQL) will be used to define and access databases. Other topics include normalization, entity relationship diagrams, foreign key constraints, and indexes.

10152101  
**Web Design and Development - Credits: 3**  
Students plan and develop well-designed Web sites that combine effective navigation and a balanced use of text, images, and color. Emphasis is on understanding the basics of HTML5, Cascading Style Sheets (CSS), accessibility, and responsive Web design. Students create a multi-page web site that is easily viewable across a wide range of devices. Students deploy a web site to a web server using FTP.

10152102  
**Advanced Web Site Development - Credits: 3**  
Students gain hands-on experience with the design and implementation of dynamic business Internet Web sites. Topics include JavaScript, jQuery, Ajax, and APIs with which students thoroughly explore event-driven techniques, data storage, accessing the DOM, and JSON. Students create Web sites that are easily viewable across a wide range of devices. PREREQUISITE: 10152101 Web Design and Development and 10152135 Program Logic.

10152106  
**Java Programming - Beginning - Credits: 3**  
This Java course familiarizes the student with the fundamentals of the Java language including data types, operators, expressions, event-driven programming, and conditional statements. Students learn how to set up an environment for developing Java programs, define classes and utilize class objects. Students explore object-oriented programming concepts including encapsulation and inheritance. Other topics include string manipulation, Collections, Array Lists, Exception Handling, and creating graphical user interfaces (GUI). This course covers software architectural patterns, such as model-view-controller (MVC). Students use the JDBC API to communicate with a database. PREREQUISITE: 10152135 Program Logic.

10152107  
**Java Programming - Advanced - Credits: 3**  
This Java web-programming course provides an in-depth look at advanced features of the Java language. With a solid grasp of Java language basics and object-oriented concepts, students develop Java applications for the web using Java Server Pages (JSP) and Servlets. Topics include JSPs, Servlets, session management, Expression Language (EL), JSP Standard Tag Library (JSTL), JavaBeans, and authentication. Students develop applications that communicate with a database. PREREQUISITE: 10152106 Java Programming – Beginning.

10152108  
**Enterprise Java Programming - Credits: 3**  
The third course in the Java sequence continues exploring advanced Java topics within a Java web development platform. Students hone their skills in JSPs, Servlets, session management, Expression Language (EL), JSP Standard Tag Library (JSTL), JavaBeans, and authentication. New concepts include, working with listeners, filters, encryption, as well as, working with HTTP requests and responses headers. Student develop applications that communicate with a database. PREREQUISITE: 10152107 Java Programming - Advanced.

10152110  
**Programming in SQL - Credits: 3**  
This course covers using Microsoft SQL Server and SQL Server Management Studio to design and create databases, tables, view, functions and stored procedures. Students will also learn management tasks, how to setup security, how to encrypt data, and best practices for working with SQL server. PREREQUISITE: 10152100 Database Concepts and SQL.

10152111  
**Systems Analysis and Design - Credits: 3**  
This course covers the introduction to principles and techniques for analyzing and designing information systems. Included will be the definition of the problem, fact gathering, and evaluation of alternative solutions. A majority of the course will focus on the importance and techniques of gathering requirements for a project. Students will also have the opportunity to work with various design and project management software tools. COREQUISITE: 10152107 Java Programming - Advanced.

10152112  
**Server-Side Web Development - Credits: 3**  
This course will familiarize the student with techniques to create Server-Side processing for building fully functional Web applications. Topics covered include the use of Server-Side Scripting, functions, sessions, GET, POST and session management. Students will work with PHP and MariaDB and learn the fundamental programming concepts to build interactive data based web applications. PREREQUISITE: 10152117 Advanced .NET Programming.

10152113  
**Applications Development - Credits: 3**  
The purpose of this capstone course is to provide the student with experience developing applications in a business environment. Students apply analysis, design, database, and programming techniques to develop a fully functional software application. The project progresses through all the stages of the development process including planning, analysis, design, construction, testing, and deployment. Students estimate their development effort and track actual time spent within each development phase. PREREQUISITES: 10152107 Java Programming - Advanced and 10152111 Systems Analysis and Design and COREQUISITE: 10152118 Enterprise Programming in .NET.

10152115  
**Beginning .NET Programming - Credits: 3**  
Introduction to the concepts and techniques of programming in the .NET environment using C# language. Topics covered include requirement analysis, program design, coding, and debugging. The majority of projects will be Windows form applications. COREQUISITE: 10152135 Program Logic.

10152116  
**Web Tools of the Trade - Credits: 2**  
In Web Tools of the Trade, students will learn about WordPress, Domain Name Registration, cPanel, and different Web Hosting Environments. Besides working with Web tools, students will also explore current events and hot topics in technology. PREREQUISITE: 10152102 Advanced Web Site Development.

10152117  
**Advanced .NET Programming - Credits: 3**  
This course provides the student with an object-oriented view of the .NET development environment using C#. Topics include Lists, Classes, Debugging, Error Handling, Data Access connecting to an SQL server, and designing clean readable code. Windows Forms will be used for the majority of applications. PREREQUISITE: 10152115 Beginning .NET Programming and 10152135 Program Logic.

10152118  
**Enterprise Programming in .NET - Credits: 3**  
This course is designed to provide students with an enterprise view of the .NET development environment. The course will use Visual Studio development environment to create fully functional web sites using ASP.NET and C#. Multiple techniques will be used for database access. Students will start with web forms and move into the MVC model for development. PREREQUISITE: 10152117 Advanced .NET Programming.

10152119  
**Development in Emerging Technologies - Credits: 3**  
This course focuses on the development of applications for mobile devices. Students learn best practices for programming, testing, and deploying mobile applications. Students use device emulators for coding and testing mobile applications. Students effectively use layouts, themes, menus, and preferences to produce professional looking mobile applications. Students create applications that communicating with a SQLite database. PREREQUISITES: 10152102 Advanced Web Site Development, 10152115 Beginning .NET Programming, and 10152107 Java Programming – Advanced.

10152135  
**Program Logic - Credits: 3**  
In Program Logic, students learn to develop clear consistent strategies to create computer-programming solutions. The student analyze problems, review requirements, and then create solutions. Students learn to focus on understanding the logic behind each solution. Students also learn the proper use data types, variables and variable scope, as well as, decision and repetition structures, methods, and arrays. Although this course emphasizes programming logic, students develop working computer programs.
Law, Public Safety, Corrections and Security

Advanced EMT ............................................. 187
Criminal Justice - Law Enforcement 720 Academy .... 188
Criminal Justice Studies ................................ 190
Paramedic Technician .............................. 193
Emergency Medical Technician - Paramedic ........... 194
Emergency Medical Technician .................... 195
Program Overview
The Advanced EMT program is for students who are seeking advanced skills and a higher level of challenge in an exciting field. Students will develop more sophisticated emergency treatment skills including assessment skills and medication administration. Students will also perform a variety of patient assessments and skills including intravenous, intraosseous, intranasal, inhalation and intramuscular injections on real patients. Students will be expected to successfully complete the course after obtaining a Training Center Training Permit. Students who successfully complete the program, with a program plan GPA of 2.0 or better, will be eligible to take the National Registry of EMT’s cognitive and psychomotor examinations for Advanced Emergency Medical Technician (AEMT) level of certification. Prerequisite: 30-531-3 Emergency Medical Technician.

Special Feature
Advanced EMT training is offered at various off-campus locations for your convenience.

Admission Requirements
• Complete application process

Program-Specific Requirements
• Pay fee and have acceptable results based on the Wisconsin Criminal History Record Check, Wisconsin Caregiver Background Check, Minnesota Caregiver Background Check (if applicable), and/or other states if applicable
• Be affiliated with an Advanced EMT service approved by the Wisconsin EMS Unit or approval from the Training Center Medical Director
• Pass a physical exam, have current immunizations, and demonstrate negative status for tuberculosis (Tb)
• Provide proof of current Wisconsin licensure with a completed EMT Proof of Licensure and Statement of Understanding Form
• Review and sign Background Check Disclosure
• Review and sign Functional Abilities Disclosure
• Submit a copy of the appropriate Wisconsin (or other state(s)) Department of Transportation (DOT) Driving Abstract if you have any violations/suspension/revocation

Program Outcomes
The Advanced EMT program is approved by the Wisconsin EMS Unit and follows the National Emergency Medical Services Education Standards. Employers will expect graduates to be able to:
• Prepare for incident response and EMS operations
• Integrate pathophysiological principles and assessment findings to provide appropriate patient care
• Demonstrate AEMT skills associated with established standards and procedures for a variety of patient encounters
• Communicate effectively with others
• Demonstrate professional behavior
• Meet state competencies for AEMT certification

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Licensure as an Advanced EMT allows the Advanced EMT to initiate intravenous therapy and administer selected medications as authorized by the Wisconsin EMS Unit and Ambulance Service Medical Director.

Curriculum

<table>
<thead>
<tr>
<th>Number Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>30531336 Advanced EMT</td>
<td>3 cr.</td>
</tr>
<tr>
<td>30531337 Advanced EMT Clinical</td>
<td>1 cr.</td>
</tr>
</tbody>
</table>

Program Outcomes
• Meet state competencies for AEMT certification

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

| Number of graduates | 22 | Number employed | 19 | % employed in WITC district | 82% |
| Number of responses | 21 | Percent employed | 100% | Range of yearly salary | $13,103-$56,156 |
| Number available for employment | 19 | Employed in related field | 18 | Average yearly salary | $33,660 |

2019/2020
Criminal Justice - Law Enforcement 720 Academy

Program Overview

The Criminal Justice - Law Enforcement 720 Academy will provide students with the right skills to handle complex situations encountered as a criminal justice official at municipal, county, or state government levels.

To become eligible to work as an officer in the State of Wisconsin, the student must have basic policing skills. The Wisconsin Department of Justice's (WisDOJ) Law Enforcement Standards Board has established criteria. Admission is restricted to those who qualify under WisDOJ administrative rules. Upon completing the Academy, the student becomes certifiable for a period of two years from the date of completion. This makes the student eligible for formal certification as a Basic Law Enforcement Officer upon hiring by a law enforcement agency.

Work as an officer requires integrity. Candidates for the Criminal Justice - Law Enforcement 720 Academy must undergo criminal history and traffic record checks and may be required to submit fingerprints and do drug screening. All candidates will be asked to participate in a personal screening interview. See www.wilenet.org for additional information from the Law Enforcement Standards Board.

Admission Requirements

- Complete application form
- Review and sign the Functional Abilities Disclosure
- Review and Sign Gainful Employment Disclosure
- Review and sign Background Check Disclosure

Program-Specific Requirements

- Have earned a high school diploma or GED certificate
- Have achieved an associate degree from a Wisconsin Technical College System district or its accredited equivalent from another state; OR have earned at least 60 accredited college credits. The 60-college credit standard is defined in terms of semester credits. Quarter credits may be converted to semester credits by multiplying quarter credits by two-thirds. Generally, 90 quarter credits are equivalent to 60 semester credits. Applicants must provide an official college transcript.
- Submit Background Check fee.
- Complete physical fitness assessment.
- Attend a mandatory program orientation session.
- If employed, the employing agency must provide a copy of completed form DJ-LE-303, Verification of Employment Standards and Application for Certification, to enroll an officer in preparatory training. This form documents that the student has met all of the required employment standards.
- Complete form DJ-LE-310, Student Authorization for Release of Information.
- Complete form DJ-LE-327, Application for Enrollment in Law Enforcement, Jail or Secure Juvenile Detention Officer Training.
- Sign and acknowledge compliance with the Criminal Justice - Corrections, Criminal Justice - Law Enforcement, Law Enforcement Academy Jail Handbook, Grading Policy and Program Rules, Penalties, and Grievance Procedures.
- Complete an oral interview with a panel of criminal justice executives or with teaching or counseling staff affiliated with the training school.
- Undergo a criminal history records check. An unpardoned felony conviction or misdemeanor crime of domestic violence conviction will prohibit a student from attending the unified tactics portion of preparatory law enforcement officer training, and will prohibit employment as a law enforcement officer.
- Undergo a physical assessment. A physical assessment will be conducted to verify that the applicant can meet the physical standards required. The assessment will be conducted by a licensed physician, physician assistant or nurse practitioner utilizing the Physician’s Assessment form (DJ-LE-332), or a form similar to DJ-LE-332, which provides the physician with a job description on which to base the assessment. The applicant will also complete a personal medical history, a copy of which is to be submitted to the examining physician, nurse practitioner or physician assistant for reference.
- Possess a valid Wisconsin driver’s license or other such valid operator’s permit recognized by the Wisconsin Department of Transportation as authorizing operation of a motor vehicle.
- Be at least 18 years of age and a United States citizen, and complete form DJ-LE-332, Birth Certificate Verification, to provide verification of age and citizenship.

Program Outcomes

Criminal Justice - Law Enforcement 720 Academy graduates will be able to:

- Think critically
- Manage emergencies
- Communicate effectively
- Demonstrate professionalism
- Conduct investigations
- Interact with others
- Demonstrate tactical skills

Career Outlook

Typical positions available after graduation include:

- Police Officer
- Deputy Sheriff
- WisDNR Warden/Ranger
- Forest Service Ranger

Curriculum

Number Course Title Credits

<table>
<thead>
<tr>
<th>Occupational Specific Courses</th>
</tr>
</thead>
<tbody>
<tr>
<td>30504321 Overview of Criminal Justice</td>
</tr>
<tr>
<td>30504322 Overview of Patrol Response</td>
</tr>
<tr>
<td>30504324 Application of Traffic Response</td>
</tr>
<tr>
<td>30504325 Overview of Investigations</td>
</tr>
<tr>
<td>30504326 Principles of Investigations</td>
</tr>
<tr>
<td>30504327 Application of Investigations</td>
</tr>
<tr>
<td>30504328 Physical Fitness</td>
</tr>
<tr>
<td>30504329 Principles of Emergency Vehicle Response</td>
</tr>
<tr>
<td>30504331 Overview of Tactics</td>
</tr>
<tr>
<td>30504332 Principles of Tactics</td>
</tr>
<tr>
<td>30504333 Scenario Assessment*</td>
</tr>
<tr>
<td>30504334 Sensitive Crimes</td>
</tr>
</tbody>
</table>

Program Requirements 22 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/criminal-justice-academy/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information

(WITCS Graduate Survey Responses 2017-2018)

| Number of graduates | 18 |
| Number employed     | 14 |
| Percent employed    | 88% |
| Employed in related field | 13 |
| % employed in WITC district | 77% |
| Range of yearly salary | $31,822-$77,994 |
| Average yearly salary | $51,249 |

2019/2020
Course Descriptions

30504321 Overview of Criminal Justice - Credits: 1
Through classroom lecture and WI Department of Justice 720 Academy integration exercises, students will learn and apply skills addressed in the following WI Department of Justice 720 Academy Phase I curriculum framework topics: Academy Orientation, Fundamentals of Criminal Justice, Ethics, Cultural Competency, Agency Policy, and professional Communication.

30504322 Overview of Patrol Response - Credits: 2
Through classroom lecture, and on-campus lab, and WI Department of Justice integration exercises students will learn and apply skills addressed in the following WI Department of Justice 720 Academy curriculum framework Phase I topics: Critical Thinking and Decision-Making, Basic Response (RESPOND), Radio Procedures, Introduction to TraCS, Traffic Law Enforcement, and First Aid/CPR/AED. This course will also include the WI DOJ 720 Academy Integration Exercises.

30504324 Application of Traffic Response - Credits: 3
Through classroom lecture, and on-campus lab, and WI Department of Justice integration exercises students will learn and apply skills addressed in the following Phase III topics from the WI Department of Justice 720 Academy curriculum framework: Traffic Law Enforcement - Core and Radar, Traffic Crash Investigations & Incident Management, Operating a Motor Vehicle While Intoxicated (OMVWI), Standardized Field Sobriety Tests (SFST), Hazardous Materials and Weapons of Mass Destruction (WMD), Incident Command Systems and NIMS, and Report Writing.

30504325 Overview of Investigations - Credits: 2
Through classroom lecture, and on-campus lab, and WI Department of Justice integration exercises students will learn and apply skills addressed in the following Department of Justice 720 Academy curriculum framework Phase I topics: Constitutional Law I, Crimes I, Interviews, and Report Writing.

30504326 Principles of Investigations - Credits: 1
Through classroom lecture, and on-campus lab, and WI Department of Justice 720 Academy integration exercises students will learn and apply skills addressed in the following Phase II topics of the WI Department of Justice 720 Academy curriculum framework: Constitutional Law II, Physical Evidence Collections, and Crisis Management. The Phase II Written Exam will be given in this course.

30504327 Application of Investigations - Credits: 1
Through classroom lecture, on-campus lab, and WI Department of Justice integration exercises students will apply skills addressed in the following Phase III topics of the Department of Justice 720 Academy curriculum framework: Ethics II: Moral Reasoning and Professional Responsibility, Cultural Competence II: Fair and Impartial Policing, Interrogations, Testifying in Court, Crimes III and Physical Evidence.

30504328 Physical Fitness - Credits: 1
Through classroom lecture and on-campus lab students will apply the following Department of Justice 720 Academy curriculum framework program requirements and Officer Wellness Suicide Prevention.

30504329 Principles of Emergency Vehicle Response - Credits: 2
Through classroom lecture, and on-campus lab, and WI Department of Justice integration exercises students will learn and apply skills addressed in the following Department of Justice 720 Academy Phase II topics: Emergency Vehicle Operation and Control (EVOC) and Vehicle Contacts II.

30504331 Overview of Tactics - Credits: 1
Through classroom lecture, and on-campus lab, and WI Department of Justice 720 Academy integration exercises, students will learn and apply skills addressed in the following Department of Justice 720 Academy curriculum framework Phase I topics: Fundamentals of Firearms, Vehicle Contacts I, and Officer Wellness, and DAAT. The DOJ Phase I Written Examination will be administered in this course.

30504332 Principles of Tactics - Credits: 5
Through classroom lecture and on-campus lab and integration exercises, students will learn and apply skills addressed in the following Phase II topics from the Department of Justice 720 Academy curriculum frameworks including: Professional Communication Skills II, DAAT, Firearms II, Tactical Response, and a Tactical Emergency Casualty Care.

30504333 Scenario Assessment - Credits: 1
Scenario Assessment is a capstone course to assess the learner’s cumulative knowledge through the use of scenarios in the certifiable Law Enforcement curriculum. COREQUISITES: All Criminal Justice - Law Enforcement 720 Academy courses.

30504334 Sensitive Crimes - Credits: 2
Through classroom lecture, and on-campus lab and WI Department of Justice 720 Academy integration exercises, students will learn and apply skills addressed in the following Department of Justice 720 Academy curriculum framework Phase III topics: Domestic, Juvenile Law, Victim, Sexual Assault, and Child Maltreatment. The DOJ Phase III Written Examination will be administered in this course.
Criminal Justice Studies
10-504-5 Associate Degree (two-year) Financial Aid Eligible

Campuses: Ashland*, New Richmond*, Rice Lake*, Superior*

*Combination of Online, In-Person, and ITV (Interactive Television) instruction

Program Overview
Protective services today require employees that are knowledgeable, ethical, have strong communication skills and are adaptable to ever-changing technological and societal changes. The Criminal Justice Studies program will prepare you for various positions in the criminal justice field such as a juvenile detention officer, police dispatcher or security officer positions. As an associate degree program, the credits focus on preparing a graduate to pursue other associated careers such as probation/parole agent, public defense lawyer, FBI agent or other law enforcement positions requiring a bachelor’s degree and beyond.

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Review and sign Functional Abilities Disclosure
• Review and sign Background Check Disclosure
• Complete admissions meeting with a WITC counselor

Program-Specific Requirements
• Submit background check fee
• Have acceptable results based on the Wisconsin Criminal History Record Check - information from the Criminal History Record Check may affect ability to secure internship placement and the ability to find employment after graduation

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Program Outcomes
Criminal Justice Studies graduates will be able to:
• Examine the components of and interrelationships in the criminal justice system
• Analyze situational responses
• Apply communication skills as a criminal justice professional
• Conduct investigations
• Adhere to the professional code of ethics for a criminal justice practitioner
• Maintain personal wellness

Career Outlook
Typical positions available after graduation include:
• Police Officers
• Deputy Sheriffs
• State Patrol/Troopers
• Jail Deputy/Officers
• Correctional Officers
• Youth Care Workers
• Detention Workers
• Private Investigators
• Security Officers
• Dispatcher
• Park and Forestry Personnel

After completing the associate degree program, graduates may apply for the 160 Jail Officer Academy or 720 Law Enforcement Training.

With additional education or work experience, graduates may also pursue a position as a(n):
• Adult/Juvenile Administrator
• Institutional Case Worker/Social Worker
• Probation/Parole Administrator
• Probation/Parole Agent
• Youth Counselor/Case Aide
• Youth Detention Home Supervisor

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10504161</td>
<td>Courts/Jurisdiction</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10504163</td>
<td>Criminal Justice-Introduction</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10504164</td>
<td>Introduction to Criminal Law</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10504165</td>
<td>Communication Strategies</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10504166</td>
<td>Policing Strategies</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10504168</td>
<td>Wellness</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10504169</td>
<td>Criminal Justice Due Process</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10504172</td>
<td>Criminology</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10504173</td>
<td>Criminal Justice Investigations or</td>
<td></td>
</tr>
<tr>
<td>10504174</td>
<td>Correctional Institutions</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10504175</td>
<td>Juvenile Justice System</td>
<td>3 cr.</td>
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<tr>
<td>10504176</td>
<td>Criminal Justice Ethics</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10504177</td>
<td>Traffic Law Enforcement or</td>
<td></td>
</tr>
<tr>
<td>10504146</td>
<td>Probation/Parole</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10504181</td>
<td>Criminal Justice Report Writing</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10504182</td>
<td>Criminal Justice Internship* or</td>
<td></td>
</tr>
<tr>
<td>10504183</td>
<td>Criminal Justice Capstone*</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10520104</td>
<td>Issues in Alcohol and Other Drug Abuse</td>
<td>3 cr.</td>
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Technical Studies Total 43 cr.

General Studies Courses **

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<tr>
<th>Number</th>
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<tbody>
<tr>
<td>10801136</td>
<td>English Composition 1</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10801196</td>
<td>Oral/Interpersonal Communication or</td>
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<tr>
<td>10801198</td>
<td>Speech</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10804123</td>
<td>Math with Business Applications or</td>
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<tr>
<td>10804134</td>
<td>Mathematical Reasoning or</td>
<td></td>
</tr>
<tr>
<td>10804189</td>
<td>Introductory Statistics *</td>
<td></td>
</tr>
<tr>
<td>10809122</td>
<td>Introduction to American Government</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809172</td>
<td>Introduction to Diversity Studies or</td>
<td></td>
</tr>
<tr>
<td>10809174</td>
<td>Social Problems or</td>
<td></td>
</tr>
<tr>
<td>10809159</td>
<td>Abnormal Psychology *</td>
<td>3 cr.</td>
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<tr>
<td>10809196</td>
<td>Introduction to Sociology</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809198</td>
<td>Introduction to Psychology</td>
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<td>General Studies Total</td>
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</table>

TOTAL PROGRAM REQUIREMENTS 64 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.

You must earn a grade point of 2.0 or better in all required 1050XXX and 10520XXX courses.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>23</th>
<th>Number employed</th>
<th>11</th>
<th>% employed in WITC district</th>
<th>100%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of responses</td>
<td>18</td>
<td>Percent employed</td>
<td>79%</td>
<td>Range of yearly salary</td>
<td>$21,838-$51,559</td>
</tr>
<tr>
<td>Number available for employment</td>
<td>14</td>
<td>Employed in related field</td>
<td>4</td>
<td>Average yearly salary</td>
<td>$34,259</td>
</tr>
</tbody>
</table>
10504161
Courts/Jurisdiction - Credits: 3
This introductory course explores the development of the American judicial system. Students will examine the operational procedures of the federal, state, municipal, and specialized court systems as they impact law enforcement and/or corrections.

10504163
Criminal Justice-Introduction - Credits: 3
Students will explore the evolution of criminal justice systems, including courts, corrections, and law enforcement. Understand career pathways within the criminal justice system, including roles, functions, and professionalism.

10504164
Introduction to Criminal Law - Credits: 3
Identify basic concepts of criminal law. Students will explore the elements of various crimes against persons, property and crimes involving drugs, alcohol, or other criminal activity. Understand the diverse sentence structures in the criminal justice system.

10504165
Communication Strategies - Credits: 3
Students will learn about the communication process and techniques used to make them effective, professional communicators. Verbal and nonverbal communication strategies will be incorporated for a variety of situations and populations. Professional communication skills, including Motivational Interviewing (MI), interviewing, and interrogation techniques will be emphasized.

10504166
Policing Strategies - Credits: 3
Students will learn various policing strategies. Emphasis will be placed on community policing philosophies and problem solving using community resources. Understand how to identify and develop partnerships in the community to promote positive community relationships.

10504168
Wellness - Credits: 2
Understand how to maintain a healthy lifestyle, including stress management and relaxation, weight control, effective sleep, minimization of alcohol and tobacco use, financial stability, and spirituality. Recognize factors contributing to suicide within the criminal justice profession.

10504169
Criminal Justice Due Process - Credits: 3
Learn key concepts and principles of due process and constitutional law. The U.S. Constitution, particularly the Bill of Rights, will be analyzed as it applies to the criminal justice profession. Legal precedent setting cases and state law will be reviewed.

10504172
Criminology - Credits: 3
This introductory course examines the nature, demographics, and impact of crime in the United States. Using a scientific approach, students will analyze the theoretical causation of criminal activity. Explore legal and political implications of crime prevention and control.

10504173
Criminal Justice Investigations - Credits: 3
Gain general knowledge of investigative strategies and techniques. Learn basic information on identifying, processing and preserving various types of evidence, and processing crime scenes. Interview and interrogation techniques will be practiced within legal guidelines of Miranda.

10504174
Correctional Institutions - Credits: 3
Students will study the evolution of punishment, jails, and prisons. Emphasis will be given to institutional subgroups, evidence based practice and rehabilitative institutional programs and services.

10504175
Juvenile Justice System - Credits: 3
Compare and contrast the juvenile and adult justice systems. The historical aspect of the juvenile system will be studied and compared to the modern day system. Juvenile sanctions and dispositions, including rehabilitation and therapy, will be discussed. Laws covering child maltreatment and children in need of protection services will be recognized.

10504176
Criminal Justice Ethics - Credits: 3
This course explores the ethical, legal, and criminal justice professional issues. It is designed to teach a process of ethical decision-making and to increase awareness of the complexities in the criminal justice system for criminal justice professionals.

10504177
Traffic Law Enforcement - Credits: 3
Gain a basic knowledge of Wisconsin traffic laws. General skills of detecting traffic violations, issuing traffic citations, directing traffic, and crash investigation will be gained. Identify responsibilities of a first responding officer, how to manage the response to a scene, and take necessary steps to enable effective follow-up as needed.

10504146
Probation/Parole - Credits: 3
Explore the function, duties, and role of probation and parole. Learn the types of offenses, sentencing process, presentence investigation, revocation procedures, transitioning, and alternatives to incarceration. Identify and implement classification and assessment tools proved to be effective in evidence based practice.

10504181
Criminal Justice Report Writing - Credits: 3
Learn basic requirements, guidelines, and skills for proper and professional written documentation of activities in a criminal justice setting. The student will explain the context of report writing, take effective field notes, organize information in reports, write narratives, and describe what information should/should not be included in certain types of reports.

10504182
Criminal Justice Internship - Credits: 2
The Criminal Justice Internship is designed to provide on-the-job experiences in actual work situations. These experiences strengthen student competencies through participation in a wide variety of criminal justice system experiences ranging from routine assignments to specialized work-related duties. Instructor approval is required prior to enrolling in this course. PREREQUISITE: 32 Credits of 10504XXX or 10520XXX coursework must be completed.

10504183
Criminal Justice Capstone - Credits: 2
This course is the capstone work-based experience for the Criminal Justice Studies program. It is designed to encourage students to think critically and solve challenging problems. Students will design, develop, and perform a project either in an actual work experience or a simulated project. The project will be designed to utilize skills typical of a graduate in the field. Instructor approval is required prior to enrolling in this course. PREREQUISITE: 32 Credits of 10504XXX or 10520XXX coursework must be completed.

10520104
Issues in Alcohol and Other Drug Abuse - Credits: 3
Students gain a basic understanding of the use and abuse of alcohol and other drugs. Emphasis is on historical and social perspectives of drug use, trends of use, and legal and social responses to problematic alcohol and illicit drug use. Additionally, this course provides an accurate description of the effects of psychoactive drugs, identifies methods of substance abuse treatment, and introduces the student to local treatment services.
## Paramedic Technician Pathway

### You could take this first and get a credential.

<table>
<thead>
<tr>
<th>Emergency Medical Technician</th>
<th>Potential Careers</th>
<th>Range of Yearly Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Diploma (Not embedded, but a requirement for the Paramedic Programs)</td>
<td>Emergency Medical Technician (EMT)</td>
<td>$10,200-$49,916 annually</td>
</tr>
<tr>
<td>5 Credits / 1 Course / 180 Required Hours</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Continue your education to obtain this technical diploma.

<table>
<thead>
<tr>
<th>EMT-Paramedic</th>
<th>Potential Careers</th>
<th>Range of Yearly Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Diploma</td>
<td>EMT – Paramedic</td>
<td>$30,374-$63,000 annually</td>
</tr>
<tr>
<td>38 Credits / 1 Year Full Time</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Continue your education to obtain an associate degree.

<table>
<thead>
<tr>
<th>Paramedic Technician</th>
<th>Potential Careers</th>
<th>Range of Yearly Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Associate Degree</td>
<td>Paramedic</td>
<td>$32,757-$99,999* annually</td>
</tr>
<tr>
<td>67 Credit / 2 Years Full Time; Part Time Option Available</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Range of yearly salary and average yearly salary based on composite from Wisconsin's 16 technical college districts (WTCS) which may or may not include WITC graduates.

### Continue your education to obtain a bachelor’s degree.

<table>
<thead>
<tr>
<th>BEYOND WITC</th>
<th>Important Notes on Transferring:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor's Degree</td>
<td>- Check out witr.edu/transfer for details on specific agreements listed</td>
</tr>
<tr>
<td>Lakeland University</td>
<td>- The colleges listed have developed a Technical Diploma/Associate Degree to Bachelor Degree Articulation Agreement with WITC</td>
</tr>
<tr>
<td>UW Oshkosh</td>
<td>- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities</td>
</tr>
<tr>
<td>UW Stout</td>
<td>- Transferology, <a href="http://www.transferology.com">www.transferology.com</a>, or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process.</td>
</tr>
</tbody>
</table>
The Paramedic Technician program offers students the opportunity to further their professional EMS careers by pursuing a two-year associate degree. Paramedic Technicians can find a career in a variety of healthcare settings such as ambulance services, dispatch centers, first responder units, hospitals/emergency departments, industrial safety departments, rescue squads and urgent care facilities. The program consists of classroom lectures, practical skills labs, laboratory simulations, and hospital and pre-hospital clinical experiences. Additional certifications in Advanced Cardiac Life Support, and Pediatric Advanced Life Support are offered, as well as neonatal advanced life support competencies. Students who successfully complete the program, with a grade point of 2.0 or better in all required courses, will be eligible to take the National Registry of EMT’s cognitive and psychomotor examinations for paramedic level of certification.

Program Overview

The Paramedic Technician program offers students the opportunity to further their professional EMS careers by pursuing a two-year degree program. Paramedic Technicians can find a career in a variety of healthcare settings such as ambulance services, dispatch centers, first responder units, hospitals/emergency departments, industrial safety departments, rescue squads and urgent care facilities. The program consists of classroom lectures, practical skills labs, laboratory simulations, and hospital and pre-hospital clinical experiences. Additional certifications in Advanced Cardiac Life Support, and Pediatric Advanced Life Support are offered, as well as neonatal advanced life support competencies. Students who successfully complete the program, with a grade point of 2.0 or better in all required courses, will be eligible to take the National Registry of EMT’s cognitive and psychomotor examinations for paramedic level of certification.

Program Outcomes

Employers will expect graduates of this program to be able to:
1. Prepare for incident response and EMS operations
2. Integrate pathophysiological principles and assessment findings to provide appropriate patient care
3. Demonstrate paramedic skills associated with established standards and procedures for a variety of patient encounters
4. Communicate effectively with others
5. Demonstrate professional behavior
6. Meet state and national competencies listed for paramedic certification(s)

Employability Essentials

The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook

Graduates of the program will be ready to start their career as paramedic technicians in a variety of healthcare settings including:
- Ambulance services
- Dispatch centers
- First responder units
- Hospitals/Emergency Departments
- Industrial Safety Departments
- Rescue squads
- Urgent care facilities

With further education, advancement potential may include:
- Critical Care Transport Paramedic
- Ambulance Service Training Coordinator
- EMS Shift Supervisor
- EMS Instructor
- Ambulance Service Manager
- Medic
- Flight Paramedic

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10501101</td>
<td>Medical Terminology</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10531911</td>
<td>EMS Fundamental *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10531912</td>
<td>Paramedic Medical Principles *</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10531913</td>
<td>Adv. Patient Assessment Principles *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10531914</td>
<td>Adv. Pre-hospital Pharmacology *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10531915</td>
<td>Paramedic Respiratory Management *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10531916</td>
<td>Paramedic Cardiology *</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10531918</td>
<td>Advanced Emergency Resuscitation *</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10531920</td>
<td>Paramedic Trauma *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10531921</td>
<td>Special Patient Populations *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10531922</td>
<td>EMS Operations *</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10531930</td>
<td>Paramedic Medical Emergencies *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10531931</td>
<td>Paramedic Portfolio 1 *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10531932</td>
<td>Paramedic Portfolio 2 *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10531933</td>
<td>Paramedic Clinical/Field 2 *#</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10531934</td>
<td>Paramedic Capstone *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10804138</td>
<td>Math for Health Professionals **</td>
<td>4 cr.</td>
</tr>
</tbody>
</table>

General Studies Courses

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10801136</td>
<td>English Composition 1</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10801196</td>
<td>Oral/Interpersonal Communication or Technical report or **</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10801197</td>
<td>Technical Reporting or **</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10801198</td>
<td>Speech</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10806177</td>
<td>General Anatomy and Physiology</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10806179</td>
<td>Advanced Anatomy and Physiology *</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10806197</td>
<td>Microbiology *</td>
<td>4 cr.</td>
</tr>
<tr>
<td>10809196</td>
<td>Introduction to Sociology or **</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809172</td>
<td>Introduction to Diversity Studies</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10809198</td>
<td>Introduction to Psychology</td>
<td>3 cr.</td>
</tr>
</tbody>
</table>

Program Requirements

67 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.
# This course will be offered in various regional hospitals and clinical settings.
You must earn a grade point of 2.0 or better in all required courses.

Graduate Employment Information

(WITC Graduate Survey Responses 2017-2018)

| Number of graduates | 2 |
| Number employed | 2 |
| Percent employed | 100% |
| Employed in related field | 2 |

% employed in WITC district: 0%
Range of yearly salary: $32,757-$99,999*
Average yearly salary: $57,660*

2019/2020

Financial Aid Eligible
Emergency Medical Technician - Paramedic

31-531-1 Technical Diploma (one-year)

Campuses: Ashland, New Richmond, Rice Lake, Superior
Outreach Centers: Hayward, Ladysmith

Program Overview
The one-year Emergency Medical Technician - Paramedic (EMT - Paramedic) program is identical to the 531 coursework in the Paramedic Technician associate degree program. The program offers students the opportunity to further their professional EMS careers. Instruction is based upon the U.S. DOT Administration/Wisconsin Bureau of Local Health Support and EMS Curriculum - Paramedic Technician Curriculum. Students are prepared with the knowledge and skills to work competently as an EMT - Paramedic. The program consists of classroom lectures, practical skills labs, laboratory simulations, and hospital and pre-hospital clinical experiences. Additional certifications in Advanced Cardiac Life Support and Pediatric Advanced Life Support are offered, as well as neonatal advanced life support competencies. Students who successfully complete the program, with a grade point of 2.0 or better in all required courses, will be eligible to take the National Registry of EMT’s cognitive and psychomotor examinations for paramedic level of certification.

Students completing the one-year EMT - Paramedic program have the option of returning to complete the associate degree program by completing Medical Terminology and all of the General Studies coursework outlined on Page 193.

The Emergency Medical Technician - Paramedic program is accredited by the Commission on Accreditation of Allied Health Programs (www.caahep.org) upon recommendation of the Committee on Accreditation of Education Programs for the Emergency Medical Services Professions (CoAEMSP). This will enable graduates to take the Wisconsin Paramedic licensing examinations upon successful completion of all portions of the technical studies courses.

Special Features
- Core lecture coursework will be offered via ITV (interactive television) on two evenings per week to all campus locations and the Hayward and Ladysmith Outreach Centers (days and originating site to be determined)
- On-site skills labs will be scheduled every other Saturday at the Rice Lake Campus (per course schedule)
- The EMT - Paramedic program will be scheduled over 16 months

Admission Requirements
- Complete application form and submit with fee (fee waiver may apply if previously submitted)
- Have earned a high school diploma or GED certificate: current high school seniors must provide documentation upon graduation
- Provide proof of current Wisconsin licensure with a completed EMT Proof of Licensure and Statement of Understanding form
- Review and sign Background Check Disclosure
- Review and sign Functional Abilities Disclosure
- Review and Sign Gainful Employment Disclosure
- Complete admissions meeting with a WITC counselor

Program-Specific Requirements
- Attend a mandatory program orientation session
- Pass a physical exam, have current immunizations, and demonstrate negative status for tuberculosis (TB)
- Pay fee and have acceptable results based on the Wisconsin Criminal History Record Check, Wisconsin Caregiver Background Check, Minnesota Caregiver Background Check (if applicable), and/or other states, if applicable
- Submit a copy of the appropriate Wisconsin (or other state(s)) DOT Driving Abstract if you have any violations/suspension/revocation
- Submit signed Syllabi Form, Background Information Disclosure (BID) Statement, and a Student ID Form

Program Outcomes
EMT - Paramedic graduates will be able to:
- Prepare for incident response and EMS operations
- Integrate pathophysiological principles and assessment findings to provide appropriate patient care
- Demonstrate paramedic skills associated with established standards and procedures for a variety of patient encounters
- Communicate effectively with others
- Demonstrate professional behavior
- Meet state and national competencies listed for paramedic certification(s)

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Graduates of the program will be ready to start their career as paramedic technicians in a variety of healthcare settings including:
- Ambulance services
- Dispatch centers
- First responder units
- Hospitals/Emergency Departments
- Industrial Safety Departments
- Rescue squads
- Urgent care facilities

With further education, advancement potential may include:
- Critical Care Transport Paramedic
- Ambulance Service Training Coordinator
- EMS Shift Supervisor
- EMS Instructor

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/emergency-medical-technician-paramedic/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>9</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of responses</td>
<td>9</td>
</tr>
<tr>
<td>Number available for employment</td>
<td>9</td>
</tr>
<tr>
<td>Number employed</td>
<td>9</td>
</tr>
<tr>
<td>Percent employed</td>
<td>100%</td>
</tr>
<tr>
<td>% employed in WITC district</td>
<td>71%</td>
</tr>
<tr>
<td>Range of yearly salary</td>
<td>$30,374-$56,000</td>
</tr>
<tr>
<td>Average yearly salary</td>
<td>$45,901</td>
</tr>
</tbody>
</table>

Careers include:
- Critical Care Transport Paramedic
- Ambulance Service Training Coordinator
- EMS Shift Supervisor
- EMS Instructor
Emergency Medical Technician
30-531-3 Technical Diploma (less than one-year)

Campus: Ashland, New Richmond, Rice Lake, Superior
Outreach Centers: Hayward, Ladysmith

Program Overview
Emergency Medical Technicians are the crucial link in the healthcare system. Graduates of the EMT program must complete the National Registry of Emergency Medical Technicians Exam for licensing. If successful, students will be eligible to apply for licensure as an EMT. Students who successfully complete the program, with a program plan GPA of 2.0 or better, will be eligible to take the National Registry of EMT’s cognitive and psychomotor examinations for Emergency Medical Technician (EMT) level of certification.

Graduates will know how to respond quickly to high-level emergencies such as a motor vehicle accident, heart attack,near drowning, childbirth, poisoning and other life-threatening injuries. Students must be 18-years-old for licensing and will also be expected to complete 10 patient contacts after obtaining a training center permit.

Special Feature
Emergency Medical Technician (EMT) training is offered at various off-campus locations for your convenience.

Admission Requirements
• Complete application process

Program-Specific Requirements
• Be at least 17 years old
• Pay fee and have acceptable results based on the Wisconsin Criminal History Record Check, Wisconsin Caregiver Background Check, Minnesota Caregiver Background Check (if applicable), and/or other states if applicable
• Provide current immunization history and demonstrate negative status for tuberculosis (Tb)
• Review and sign Background Check Disclosure
• Review and sign Functional Abilities Disclosure
• Submit a copy of the appropriate Wisconsin (or other state(s)) Department of Transportation (DOT) Driving Abstract if you have any violations/suspension/revocation
• Submit Background Information Disclosure (BID) Statement and Confidentiality Statement of Understanding
• Attend a mandatory orientation session scheduled prior to the start of class

Program Outcomes
The Emergency Medical Technician program is approved by the Wisconsin Division of Health Services because it uses the current National Emergency Medical Services Education Standards. Graduates will be able to:
• Prepare for incident response and EMS operations
• Integrate pathophysiological principles and assessment findings to provide appropriate patient care
• Demonstrate EMT skills associated with established standards and procedures for a variety of patient encounters
• Communicate effectively with others
• Demonstrate professional behavior
• Meet state competencies for EMT certification

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Emergency Medical Technicians are the crucial link in the healthcare system. Graduates of the EMT program must complete the National Registry of Emergency Medical Technicians Exam for licensing. If successful, graduates will be eligible to apply for licensure as an:
• EMT

Curriculum
<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>30531330</td>
<td>Emergency Medical Technician *</td>
<td>5 cr.</td>
</tr>
</tbody>
</table>

* This course requires a prerequisite and/or corequisite.

Note: in order to successfully complete the program, you must complete the clinical portion of the class.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>Number employed</th>
<th>% employed in WITC district</th>
</tr>
</thead>
<tbody>
<tr>
<td>51</td>
<td>25</td>
<td>94%</td>
</tr>
</tbody>
</table>

Range of yearly salary: $10,200-$49,916
Average yearly salary: $32,471
10501101  
**Medical Terminology - Credits: 3**  
Focuses on the component parts of medical terms; prefixes, suffixes and word roots. Students practice formation, analysis and reconstruction of terms. Emphasis on spelling, definition and pronunciation. Introduction to operative, diagnostic, therapeutic and symptomatic terminology of all body systems, as well as systemic and surgical terminology.

10531911  
**EMS Fundamentals - Credits: 2**  
This course provides the paramedic student with comprehensive knowledge of EMS systems, safety, well-being, legal issues, and ethical issues, with the intended outcome of improving the health of EMS personnel, patients, and the community. The students will obtain fundamental knowledge of public health principles and epidemiology as related to public health emergencies, health promotion, and illness/injury prevention. Introducing students to comprehensive anatomical and medical terminology and abbreviations will foster the development of effective written and oral communications with colleagues and other health care professionals. PREREQUISITE: Emergency Medical Technician - Paramedic (315311) or Paramedic Technician AAS (105311) program admission.

10531912  
**Paramedic Medical Principles - Credits: 4**  
This course addresses the complex depth of anatomy, physiology, and pathophysiology of major human systems while also introducing the paramedic students to the topics of shock, immunology, and bleeding. PREREQUISITE: Emergency Medical Technician - Paramedic (315311) or Paramedic Technician AAS (105311) program admission.

10531913  
**Adv. Patient Assessment Principles - Credits: 3**  
This course teaches the paramedic student to integrate scene and patient assessment findings with knowledge of epidemiology and pathophysiology to form a field impression. By utilizing a structured and organized assessment process with knowledge of anatomy, physiology, pathophysiology, safety, span development, and changes that occur to the human body with time, the students will learn to develop a list of differential diagnoses through clinical reasoning, along with the ability to modify the assessment as necessary to formulate a treatment plan for their patients. PREREQUISITE: Emergency Medical Technician - Paramedic (315311) or Paramedic Technician AAS (105311) program admission.

10531914  
**Adv. Pre-Hospital Pharmacology - Credits: 3**  
This course provides the paramedic student with the comprehensive knowledge of pharmacology required to formulate and administer a pharmacological treatment plan intended to mitigate emergencies and improve the overall health of the patient. PREREQUISITE: Emergency Medical Technician - Paramedic (315311) or Paramedic Technician AAS (105311) program admission.

10531915  
**Paramedic Respiratory Management - Credits: 2**  
This course teaches the paramedic student to integrate complex knowledge of anatomy, physiology, and pathophysiology into the assessment to develop and implement a treatment plan with the goal of assuring a patient airway, adequate mechanical ventilation, and respiration for patients of all ages. Specific knowledge pertaining to the respiratory system is also provided to ensure the student is prepared to formulate a field impression and implement a comprehensive treatment plan for a patient with a respiratory complaint. PREREQUISITE: Emergency Medical Technician - Paramedic (315311) or Paramedic Technician AAS (105311) program admission.

10531916  
**Paramedic Cardiology - Credits: 4**  
This course teaches the paramedic student to integrate assessment findings with principles of cardiovascular anatomy, physiology, epidemiology, and pathophysiology to formulate a field impression and implement a comprehensive treatment plan for a patient with a cardiovascular complaint. PREREQUISITE: Emergency Medical Technician - Paramedic (315311) or Paramedic Technician AAS (105311) program admission.

10531918  
**Advanced Emergency Respira-tution - Credits: 1**  
By teaching Advanced Cardiac Life Support (ACLS) and Pediatric Advanced Life Support (PALS) methodologies and protocols, this course prepares the paramedic student in the integration of comprehensive knowledge of causes and pathophysiology into the management of shock, respiratory failure, respiratory arrest, cardiac arrest, and peri-arrest states with an emphasis on early intervention to prevent respiratory and/or cardiac arrest if possible. PREREQUISITE: Emergency Medical Technician - Paramedic (315311) or Paramedic Technician AAS (105311) program admission.

10531920  
**Paramedic Trauma - Credits: 3**  
This course teaches the paramedic student to integrate assessment findings with principles of anatomy, physiology, epidemiology, and pathophysiology to formulate a field impression and implement a comprehensive treatment plan for an acutely injured patient. PREREQUISITE: Emergency Medical Technician - Paramedic (315311) or Paramedic Technician AAS (105311) program admission.

10531921  
**Special Patient Populations - Credits: 3**  
This course teaches the paramedic student to integrate assessment findings with principles of anatomy, physiology, epidemiology, and pathophysiology to formulate a field impression and implement a comprehensive treatment plan for patients with special needs. Gynecological emergencies, along with special considerations in trauma and pediatric patients, will be included in this course. PREREQUISITE: Emergency Medical Technician - Paramedic (315311) or Paramedic Technician AAS (105311) program admission.

10531922  
**EMS Operations - Credits: 1**  
This course provides the paramedic student with the knowledge of operational roles and responsibilities to ensure patient, public, and EMS personnel safety. PREREQUISITE: Emergency Medical Technician - Paramedic (315311) or Paramedic Technician AAS (105311) program admission.

10531930  
**Paramedic Medical Emergencies - Credits: 3**  
This course teaches the paramedic student to integrate assessment findings with principles of anatomy, physiology, epidemiology, and pathophysiology to formulate a field impression and implement a comprehensive treatment plan for a patient with a respiratory complaint. PREREQUISITE: Emergency Medical Technician - Paramedic (315311) or Paramedic Technician AAS (105311) program admission.

10531931  
**Paramedic Portfolio 1 - Credits: 2**  
This course provides the student with the opportunity to enhance his or her learning through the practice of paramedicine in the health care environment. The experiences will be in simulation or with actual patients under the supervision of instructors or approved preceptors. Students will also participate in formal high-fidelity human patient simulator experiences and assessment as a part of this course. PREREQUISITE: Emergency Medical Technician - Paramedic (315311) or Paramedic Technician AAS (105311) program admission.

10531932  
**Paramedic Portfolio 2 - Credits: 2**  
This course provides the student with the opportunity to enhance his or her learning through the practice of paramedicine in simulation or with actual patients under the supervision of instructors or approved preceptors. Successful completion of this course requires the student to meet all clinical/field requirements leading up to the paramedic field capstone phase of education. PREREQUISITE: Emergency Medical Technician - Paramedic (315311) or Paramedic Technician AAS (105311) program admission.

10531934  
**Paramedic Capstone - Credits: 2**  
This course provides the student with a final opportunity to incorporate their cognitive, psychomotor, and affective skills through lab and scenario-based practice and evaluations prior to taking the National Registry examinations. Technical skills attainment (TSA) for each student will be compiled and/or documented within this course as required by the DHS-approved paramedic curriculum. Students will also participate in a field capstone internship as identified by GoAEMSP accreditation in which the student must be provided with an opportunity to serve as team leader in a variety of pre-hospital advanced life support emergency medical situations. PREREQUISITE: Emergency Medical Technician - Paramedic (315311) or Paramedic Technician AAS (105311) program admission.

30531330  
**Emergency Medical Technician - Credits: 5**  
This course prepares students for all aspects of emergency medical care, both medical and trauma situations, sanctioned by the Wisconsin Division of Health, at the basic level. Following the most current Wisconsin Revision of the National Standard Curriculum, this course includes didactic and practical skill information in the following areas: legal aspects, anatomy and physiology, patient assessment, critical thinking skills, airway adjuncts, fractures and dislocations, spinal injuries, soft tissue wounds, pharmacology, stroke, cardiac, diabetic, respiratory, altered mental status, pediatric, geriatric, ambulance operations, and triage. Successful completion of this course prepares the learner for the National Registry practical and written examination at the EMT level. PREREQUISITE: Admission to the program.
Manufacturing

Automated Packaging Systems Technician ............. 199
Mechatronics Basics ................................... 200
Automation for Industrial Systems .................... 203
Industrial Systems Specialist .......................... 204
Industrial Maintenance Technician .................... 206
Machine Tool Operation .................................. 209
Machine Tool Technician ............................... 210
Machine Tool Operation - CNC ......................... 213
Machine Tooling Technics .............................. 216
Entry Level Machining .................................... 217
Welding .................................................. 220
Automated Packaging Pathway

You could take this first and get a credential.

**Mechatronics Basics**
Technical Diploma
14 Credits / 1 Year Part Time

**Potential Careers**
Entry Level Electro-Mechanical Assembler, Maintenance Technician, Manufacturing Customer Service

Continue your education to obtain this technical diploma

**Automated Packaging Systems Technician**
Technical Diploma
64 Credits / 2 Years Full Time

**Potential Careers**
Packaging Systems Assembler, Maintenance Technician, Field Service Technician, Line Mechanic/Adjuster, Packaging Systems Operator

Range of Yearly Salary
$34,068-$90,000

Continue your education to obtain a bachelor’s degree.

**BEYOND WITC**

**Bachelor’s Degrees**
UW-Stout

Important Notes on Transferring:
- Check out witc.edu/transfer for details on specific agreements listed
- The college listed has developed a Technical Diploma to Bachelor Degree Articulation Agreement with WITC
- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities
- Transferology, www.transferology.com, or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process.
Automated Packaging Systems Technician
32-454-1 Technical Diploma (two-year)

Campuses: New Richmond

Program Overview
The Automated Packaging Systems Technician program will give you the skills you need to enter a career in the packaging industry. You learn to service and repair a variety of packaging equipment and automated systems. This program emphasizes the maintenance and troubleshooting of electrical, mechanical, fluid power, robotics and Programmable Logic Controller components on packaging machines. Classroom and hands-on instruction on packaging machines plus visits to the packaging industry are all parts of the program. You may participate in the Institute of Packaging Professionals meetings each month as a member of the student chapter.

Special Features
This is a unique program in the state.

An outstanding feature of this program is the reliance on actual automated packaging machinery. The packaging industry, both locally and nationally, provides support to the program by providing scholarships. Coursework will help prepare students to take PMMI exams for industry certification.

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Review and sign Functional Abilities Disclosure
• Review and Sign Gainful Employment Disclosure
• Complete admissions meeting with a WITC counselor

Program Outcomes
Automated Packaging Systems Technician graduates will be able to:
• Demonstrate safe practices and techniques
• Install power transmission components, fluid power components, and automation components
• Maintain power transmission components, fluid power components, and automation components
• Troubleshoot power transmission components, fluid power components, and automation components
• Electrically connect automation and communication components
• Troubleshoot automated control systems
• Create electrical systems drawings and schematics for automated machines

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Packaging Systems Assembler
• Maintenance Technician
• Field Service Technician
• Line Mechanic/Adjuster
• Packaging Systems Operator

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>32150300</td>
<td>Applied IT Basics</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32414335</td>
<td>DC Electricity</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32414336</td>
<td>AC Electricity</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32414380</td>
<td>Basic PLCs</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32420314</td>
<td>Basic Machine Shop</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32454340</td>
<td>Packaging Machine Maintenance</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32454341</td>
<td>Fluid Power Systems</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32454343</td>
<td>Packaging Machine Rebuilding</td>
<td>5 cr.</td>
</tr>
<tr>
<td>32454344</td>
<td>Schematics, Prints, and Layouts</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32454345</td>
<td>Packaging Systems Equipment Control</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32454347</td>
<td>Electromechanical Componentry</td>
<td>4 cr.</td>
</tr>
<tr>
<td>32454348</td>
<td>Troubleshooting</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32454349</td>
<td>Installation of Packaging Machines</td>
<td>5 cr.</td>
</tr>
<tr>
<td>32454357</td>
<td>Power Transmission Componentry</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32454359</td>
<td>Packaging Materials/Processes</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32454362</td>
<td>Processes of Manufacturing - Packaging</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32454364</td>
<td>Motion Controls</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32454366</td>
<td>Introduction to Robotics</td>
<td>2 cr.</td>
</tr>
<tr>
<td>**</td>
<td>**</td>
<td>**</td>
</tr>
<tr>
<td>**</td>
<td>Occupational Specific Total</td>
<td>51 cr.</td>
</tr>
</tbody>
</table>

** Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.

** See pages 40-42 for course descriptions.

Gainful employment information is available at this link: [https://www.witc.edu/academic-programs/degree-programs-and-certificates/automated-packaging-systems-technician/gainful-employment](https://www.witc.edu/academic-programs/degree-programs-and-certificates/automated-packaging-systems-technician/gainful-employment). This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>Number employed</th>
<th>% employed in WITC district</th>
<th>Range of yearly salary</th>
<th>Average yearly salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>9</td>
<td>6</td>
<td>0%</td>
<td>$34,068-$90,000</td>
<td>$61,979</td>
</tr>
<tr>
<td>7</td>
<td>100%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

2019/2020
# Mechatronics Basics
## 30-454-1 Technical Diploma (less than one-year)

**Campus: Rice Lake, Mobile Site Delivery**

## Program Overview
The Mechatronics Basics program will give students the skills to repair, install, adjust, or maintain industrial production and processing machinery. Students are also trained on how to lubricate machinery, change parts, or perform other routine machinery maintenance. The courses in this short-term embedded technical diploma are tied to The Association of Packaging and Processing Technologies (PMMI) Certification - Level 1 tests - Industrial Electricity 1, Fluid Power 1, Programmable Logic Controllers 1 and Mechanical Components 1.

### Special Features
This is a unique program in the state.

WITC’s Mechatronics mobile site delivery is designed to offer coursework at off-campus sites to provide increased training opportunities for manufacturing partners and high schools. State of the art equipment is used to provide hands-on training.

Part-time options are available

### How to Apply:
Complete the online application or contact Student Services. When completing an online application, select the Mechatronics program from the program of choice dropdown list.

### Inquire
For more information on this program, scheduled sites, and how to apply, contact: Eric Lockwood, Director, Apprenticeship and Workforce Training at Eric.Lockwood@witc.edu or 715.246.6561 ext. 4297

### Program Outcomes
Mechatronics Basics graduates will be able to:
- Demonstrate safe practices and techniques
- Install power transmission components, fluid power components, and automation components
- Maintain power transmission components and fluid power components

### Career Outlook
Typical positions available after graduation include:
- Entry Level Electro-Mechanical Assembler
- Maintenance Technician
- Manufacturing Customer Service

### Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>32414335</td>
<td>DC Electricity</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32414336</td>
<td>AC Electricity *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32454341</td>
<td>Fluid Power Systems</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32454345</td>
<td>Packaging Systems Equipment Control *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32454357</td>
<td>Power Transmission Componentry *</td>
<td>2 cr.</td>
</tr>
<tr>
<td><strong>TOTAL PROGRAM REQUIREMENTS</strong></td>
<td></td>
<td><strong>14 cr.</strong></td>
</tr>
</tbody>
</table>

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.

### Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>Number employed</th>
<th>% employed in WITC district</th>
<th>Number of responses</th>
<th>Percent employed</th>
<th>Range of yearly salary</th>
<th>Number available for employment</th>
<th>Employed in related field</th>
<th>Average yearly salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>11</td>
<td>3</td>
<td>0%</td>
<td>10</td>
<td>100%</td>
<td>-*</td>
<td>3</td>
<td>3</td>
<td>-*</td>
</tr>
</tbody>
</table>

*Insufficient data to report.

---

2019/2020
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

32150300
Applied IT Basics - Credits: 2
This course provides students with an introduction to basic Information Technology concepts. Students will learn to identify and install basic PC hardware components, install a desktop operating system, and configure and use its utilities and tools. Also covered is understanding basic network communication, including identifying network devices and identifying, creating, and testing common Ethernet cables.

32414335
DC Electricity - Credits: 3
This course is an introduction to electricity. The focus will be on direct current as used in industry. You will learn the basics of series, parallel and combination circuits. You will develop skills in circuit analysis, and electrical measurement using a digital multimeter.

32414336
AC Electricity - Credits: 3
This course is an introduction to alternating current electricity as used in industry. You will study series and parallel alternating current circuits that contain inductance and capacitance, as well as, single and three phase transformers, direct current, single phase and three phase motors. PREREQUISITE: 32414335 DC Electricity.

32414380
Basic PLCs - Credits: 3
This course will provide a foundation for working with microprocessor controls. Students will learn the theory and application of electrical principles as they are applied to control systems found in industry. The learner will use trainers and machine components to provide recognition and understanding of modern microprocessor-based control systems. PREREQUISITE: 32454345 Packaging Systems Equipment Control.

32420314
Basic Machine Shop - Credits: 3
This lab-based course will provide instruction in shop safety, measuring, print reading, and basic setup and operation of saws, mills, and lathes.

32454340
Packaging Machine Maintenance - Credits: 3
You will learn to research and locate suppliers for mechanical, electrical, pneumatic and automation components that are required to maintain and repair equipment. You will learn to read machine electrical diagrams and trace control circuits using a digital multimeter.

32454341
Fluid Power Systems - Credits: 3
This course develops the skills required for the implementation of vacuum, air, and oil used to transmit force for performing useful functions on machines. Students will apply symbols to components and connect components to understand the assembly, operation, and maintenance of fluid power systems. The transmission of force is used in a variety of applications and can be hazardous to individuals who do not understand the related laws of physics.

32454343
Packaging Machine Rebuilding - Credits: 3
The student will learn to plan, organize, and perform various tasks for the repair of packaging machines. Individuals and groups will disassemble mechanical components on packaging equipment simulating the work environment. Rebuilding and repairing machines gives students the opportunity to develop mechanical skill and see the potential problems that may require maintenance on packaging machinery. PREREQUISITE: 32454347 Electromechanical Componentry.

32454344
Schematics, Prints, and Layouts - Credits: 2
This course covers an introduction and use of engineering drawings used to represent machines components. Students will draw sketches and develop interpretation skills required for the correct translation of machine drawings. Students will sketch electrical and control systems symbols that are used in electrical diagrams. COREQUISITE: 32454340 Packaging Machine Maintenance.

32454345
Packaging Systems Equipment Control - Credits: 3
This course gives the students the opportunity to perform the selection, design, installation, and operation of control systems found on automated packaging machines. The student will work with many types of components to gain recognition and skill development in the correct installation of electrical control systems. The modern control system requires specialized skills that are useful for understanding high technology applications such as robotics and climate control. PREREQUISITE: 3244335 DC Electricity.

32454347
Electromechanical Componentry - Credits: 4
This course will develop an understanding of the skills necessary for the application of electromechanical components used in machine control systems. You will have the opportunity to simulate a control system by wiring and testing circuits that use control system devices. PREREQUISITE: 32454345 Packaging Systems Equipment Control.

32454348
Troubleshooting - Credits: 2
The learner will develop the skills necessary for troubleshooting by analyzing the process of problem solving. You will perform troubleshooting procedures on components, machines, and systems. You will learn to think critically as an individual and as a member of a team. Prior knowledge of machine controls is required. PREREQUISITE: 32454347 Electromechanical Componentry.

32454349
Installation of Packaging Machines - Credits: 5
The learner will develop skills necessary to plan, install, and perform system checkouts. You will develop a schedule to simulate a machine installation, provide operator training, and develop a team approach to the installation. A variety of packaging machines will be used for the installation projects. A successful installation requires proper planning, teamwork, and the ability to analyze the machine’s performance. PREREQUISITE: 32454347 Electromechanical Componentry.

32454357
Power Transmission Componentry - Credits: 2
The learner will use machine components to develop skills for installing and repairing defective mechanical drive systems. The correct installation and maintenance is required for trouble-free operation. COREQUISITE: 32454345 Packaging Systems Equipment and Control.

32454359
Packaging Materials/Processes - Credits: 2
You will learn about glass, metal, paper and plastic materials that are used in the packaging industry. Each material has special properties that provide benefits for packaging various products. You will learn about the processes that are used to create these materials as they are used in the packaging industry. PREREQUISITE: 32454347 Electromechanical Componentry.

32454362
Processors Manufacturing - Packaging - Credits: 2
You will learn how to select materials, fabricate parts, and perform quality assurance used in a manufacturing environment. Students will perform a variety of tasks to develop skills necessary for the manufacturing components. Manufacturing is a fast-paced, highly technical, and globally competitive industry that requires a basic understanding of manufacturing principles.

32454364
Motion Controls - Credits: 2
The student will learn the application of motion controllers used in industry that accurately control position or speed. The student will select the correct motion controller from application requirements as used in industry. Performance will include the installation, connection, configuring, and troubleshooting of basic motion controllers. PREREQUISITES: 32414335 DC Electricity and 32414336 AC Electricity.

32454366
Introduction to Robotics - Credits: 2
This course presents an overview of robotics in practice and research with topics including vision, motion planning, mobile mechanisms, kinematics, inverse kinematics, and sensor. PREREQUISITES: 32414335 DC Electricity and 32414336 AC Electricity.

32442307
Welding for Mechanics - Credits: 2
Instruction in safe setup and operation of plasma cutting (PAC), oxyfuel cutting (OFC), SMAW (Stick), GMAW (Mig), FCAW, and/or GTAW (Tig) welding in applications related to general industry practices. Selection of appropriate welding processes with a specific emphasis on typical repair situations including metal identification will be stressed.
# Automation for Industrial Systems Pathway

## You could take this first and get a credential.

<table>
<thead>
<tr>
<th>Program</th>
<th>Potential Careers</th>
<th>Credits / Time</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>IT-Network Technician</strong></td>
<td>Computer Technician, Network Technician</td>
<td>19 Credits / Less than 1 Year Part Time</td>
</tr>
<tr>
<td><strong>Industrial Systems Specialist</strong></td>
<td>Field Service Technician, Instrumentation and Controls Technician (I&amp;C), Electrical and Instrument Technician (E&amp;I), Service Technician, Electrical Maintenance Technician</td>
<td>26 Credits / 1 Year Full Time</td>
</tr>
</tbody>
</table>

## Continue your education to obtain an associate degree.

<table>
<thead>
<tr>
<th>Program</th>
<th>Potential Careers</th>
<th>Credits / Time</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Automation for Industrial Systems</strong></td>
<td>Control Systems Technician, Instrument Technician, Programmable Logic Controller (PLC) Technician, Industrial Automation Technician, Computer Technician, Network Technician, Controls Engineer, Automation Engineer</td>
<td>64 Credits / 2 Years Full Time; 3 Years Part Time</td>
</tr>
</tbody>
</table>

**Range of Yearly Salary**

$41,597-$61,000 annually

## Continue your education to obtain a bachelor’s degree.

### BEYOND WITC

<table>
<thead>
<tr>
<th>Program</th>
<th>Important Notes on Transferring:</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Bachelor’s Degree</strong></td>
<td>- Check out witc.edu/transfer for details on specific agreements listed</td>
</tr>
<tr>
<td>Lakeland University</td>
<td>- The colleges listed have developed a Technical Diploma/Associate Degree to Bachelor Degree Articulation Agreement with WITC</td>
</tr>
<tr>
<td>UW Oshkosh</td>
<td>- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities</td>
</tr>
<tr>
<td>UW Stout</td>
<td>- Transferology, <a href="http://www.transferology.com">www.transferology.com</a>, or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process.</td>
</tr>
</tbody>
</table>

800.243.9482 • witc.edu
Automation for Industrial Systems
10-631-2 Associate Degree (two-year)

Campus: New Richmond

Program Overview
Process and manufacturing plants employ technicians to keep their machines and processing running, and install and maintain equipment. In this two-year associate degree program, you will be prepared to be employed at the technician level or higher on computers, industrial computer networks, programmable logic controllers (PLCs), and process instruments. You will have both classroom and hands-on laboratory instruction with several systems to gain an understanding of computer and PLC interfacing, control systems, network installation and network administration.

Special Feature
This is a unique program in the state.

Students in the Automation for Industrial Systems program have the opportunity to dual major with the IT-Cybersecurity Specialist or IT-Systems Administration Specialist programs by completing additional coursework (see pages 178 and 182 for more information on these programs).

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Review and sign Functional Abilities Disclosure
• Complete admissions meeting with a WITC counselor

Program Outcomes
Automation for Industrial Systems graduates will be able to:
• Support basic computer networks
• Support client systems
• Utilize network operating systems
• Apply basic IT security principles
• Demonstrate safe practices and techniques
• Perform installations of controls hardware/software/cabling
• Perform installations and supportive functions for LAN/communication busses
• Perform programming and configuration of Programmable Logic Controllers (PLCs) and Distributed Control Systems (DCSs)
• Integrate control systems
• Troubleshoot hardware/software of PLCs, instrumentation, and control systems
• Develop system documentation

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Control Systems Technician
• Instrument Technician
• Programmable Logic Controller (PLC) Technician
• Industrial Automation Technician
• Computer Technician
• Network Technician
• Controls Engineer
• Automation Engineer

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10150111</td>
<td>Cisco CCNA 1 Introduction to Networks</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10150113</td>
<td>Cisco CCNA 2 Routing and Switching Essentials</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10150117</td>
<td>Server Administration 1*</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10150139</td>
<td>IT Essentials and Security</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10150170</td>
<td>Coding with Python</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10154103</td>
<td>Linux Operating Systems</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10154149</td>
<td>Windows Operating Systems</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10605167</td>
<td>Electricity 1</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10605168</td>
<td>Electricity 2</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10631100</td>
<td>Introduction to Process Control</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10631102</td>
<td>Industrial Power Electronics</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10631103</td>
<td>Process Control and Instrumentation</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10631104</td>
<td>Smart Instruments</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10631105</td>
<td>Industrial Networks and Communication Busses</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10631106</td>
<td>Supervisory and Distributed ControlSystems</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10631107</td>
<td>Industrial Automation Case Project</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10631108</td>
<td>PLC Programming and Interfacing</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10631109</td>
<td>Industrial AC, Motor Control, and Pilot Devices</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10631110</td>
<td>Advanced PLC Programming and Interfacing</td>
<td>3 cr.</td>
</tr>
</tbody>
</table>

Technical Studies Courses Total 47 cr.

General Studies Courses **
10801136 | English Composition 1 | 3 cr. |
10801196 | Oral/Interpersonal Communication or Speech | 3 cr. |
10804113 | College Technical Mathematics 1A | 3 cr. |
10804114 | College Technical Mathematics 1B | 2 cr. |
10809166 | Introduction to Ethics: Theory and Application or Introduction to Diversity Studies | 3 cr. |
10809172 | Introduction to Economics | 3 cr. |
10809195 | Introduction to Psychology | 3 cr. |
General Studies Total 17 cr.

PROGRAM REQUIREMENTS 64 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
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<tr>
<th>Number of graduates</th>
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<tr>
<td>7</td>
<td>7</td>
<td>25%</td>
<td>$41,597-$61,000</td>
<td>$50,045</td>
</tr>
</tbody>
</table>
Industrial Systems Specialist
31-631-1 Technical Diploma (one-year)
Financial Aid Eligible

Program Overview
Process and manufacturing plants employ technicians to keep their machines and processing running and install and maintain equipment. With this one-year technical diploma, you will be prepared to be employed at the technician level or higher on industrial computer networks, programmable logic controllers (PLCs) and process instruments. You will have both classroom and hands-on laboratory instruction with several systems to gain an understanding of controller and PLC interfacing, control systems and network installation.

Special Feature
This is a unique program in the state.

This program is recommended for individuals with a background in electrical equipment or electricity.

Inquire
For more information on this program, and how to apply, contact: Jon Haglin, Instructor at Jon.Haglin@witc.edu or 715.246.6561 ext. 4370

Program Outcomes
Industrial Systems Specialist graduates will be able to:
- Demonstrate safe practices and techniques
- Perform installations of controls hardware/software/cabling
- Perform programming and configuration of Programmable Logic Controllers (PLCs) and Distributed Control Systems (DCSs)
- Integrate control systems
- Troubleshoot hardware/software of PLCs, instrumentation, and control systems
- Develop system documentation

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
- Field Service Technician
- Instrumentation and Controls Technician (I&C)
- Electrical and Instrument Technician (E&I)
- Service Technician
- Electrical Maintenance Technician

Curriculum
<table>
<thead>
<tr>
<th>Number</th>
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<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10605167</td>
<td>Electricity 1 *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10631100</td>
<td>Introduction to Process Control</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10631102</td>
<td>Industrial Power Electronics *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10631103</td>
<td>Process Control and Instrumentation *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10631104</td>
<td>Smart Instruments *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10631105</td>
<td>Industrial Networks and Communication Busses</td>
<td>2 cr.</td>
</tr>
<tr>
<td>10631106</td>
<td>Supervisory and Distributed Control Systems *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10631107</td>
<td>Industrial Automation Case Project *</td>
<td>1 cr.</td>
</tr>
<tr>
<td>10631108</td>
<td>PLC Programming and Interfacing *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10631109</td>
<td>Industrial AC, Motor Control, and Pilot Devices *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>10631110</td>
<td>Advanced PLC Programming and Interfacing *</td>
<td>3 cr.</td>
</tr>
</tbody>
</table>

TOTAL PROGRAM REQUIREMENTS 26 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/industrial-systems-specialist/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

Graduate Employment Information (WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th></th>
<th>2019/2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of graduates</td>
<td>7</td>
</tr>
<tr>
<td>Number of responses</td>
<td>7</td>
</tr>
<tr>
<td>Number available for employment</td>
<td>7</td>
</tr>
<tr>
<td>Number employed</td>
<td>7</td>
</tr>
<tr>
<td>Percent employed</td>
<td>100%</td>
</tr>
<tr>
<td>Employed in related field</td>
<td>4</td>
</tr>
<tr>
<td>% employed in WITC district</td>
<td>25%</td>
</tr>
<tr>
<td>Range of yearly salary</td>
<td>-</td>
</tr>
<tr>
<td>Average yearly salary</td>
<td>-</td>
</tr>
</tbody>
</table>

*Insufficient data to report.
Course Descriptions
(See pages 40-42 for General Study course descriptions)

10150111 Cisco CCNA 1 Introduction to Networks - Credits: 3
Cisco CCNA 1 Introduction to Networks (ITN) covers networking architecture, structure, and functions. The course introduces IPv4 and IPv6 addressing structure and design, the fundamentals of Ethernet concepts, media, and operation, the OSI and TCP/IP models and associated protocols to set a strong networking foundation. Wireeshark is used to examine protocols on the network. Students configure and troubleshoot routers (IOS), switches and clients for a basic network.

10150113 Cisco CCNA 2 Routing and Switching Essentials - Credits: 3
Cisco CCNA 2 Routing and Switching Essentials (RSE) covers the architecture, components, and operations of routers and switches in a small network. Students learn how to configure, device management, switch ports, security, VLANs, Static and Dynamic routing, DHCP (v4 and v6), NAT and ACLs on routers and switches. At the completion of this course student may achieve a discount voucher for the CLENT certification exam. PREREQUISITE: 10150111 Cisco CCNA 1 Introduction to Networks.

10150117 Server Administration 1 - Credits: 3
This course provides students with the fundamental technologies needed to administer a Windows domain. Students will learn how to manage domain resources including user, workstation, servers and shared folders using Active Directory, role management, Server Manager and RSAT. Students will learn how to secure these domain resources using Group Policy, NTFS and the share permissions. Students will also learn how to use the Domain Naming System (DNS), an integral part of Windows domain environments. PREREQUISITE: 10154419 Windows Operating Systems.

10150139 IT Essentials and Security - Credits: 2
The IT Essentials and Security (ITES) course introduces students to the fundamentals of computer hardware and software, mobile devices, security and networking concepts, and the responsibilities of an IT professional. The latest release includes mobile devices, Linux, and client side virtualization, as well as expanded information about Microsoft Windows operating systems, security, networking, and troubleshooting. This course covers materials on the CompTia A+ certification exam.

10150170 Coding with Python - Credits: 2
This course introduces Python for network engineering. It begins with basic programming topics such as variables, lists, decisions, loops and I/O. Using this knowledge the course teaches students how to automate the configuration of networking equipment. This course also introduces the "Internet of Things" (IoT) and how to use Python to program IoT devices.

10154103 Linux Operating Systems - Credits: 3
In this course the Linux operating system is examined in-depth with emphasis on features, capabilities, tools, and configurations including an introduction to network configurations. Additional topics will examine other operating systems like MAC OS.

10154149 Windows Operating Systems - Credits: 3
A review of the most common command line operations and study of more advanced commands necessary to configure the Windows operating system for a variety of environments. Topics to be studied include creating directories, batch files, menus, custom configurations, file management, multitasking, windowing, security, and disk management utilities. There will be an introduction to usage, configuration, and tools of the Windows operating system.

10605167 Electricity 1 - Credits: 2
Electricity 1 is a lecture/hands-on course designed to introduce students to basic electrical terminology, laws, concepts, instrumentation, and application. Hands-on activities will be stressed to reinforce electrical concepts related to practical applications dealing with computer networks. Topics covered will include electrical safety, terminology and symbols, electrical laws, basic circuits, multimeter use, DC power supplies, and troubleshooting. Critical-thinking skills are emphasized to develop competencies in problem solving and troubleshooting. COREQUISITE: 10804113 College Technical Mathematics 1A or 10804115 College Technical Math 1.

10605168 Electric - Credits: 2
This course is designed to introduce students to the basic concepts of alternating current. Emphasis is placed on circuit analysis and problem-solving skills necessary for the maintenance of modern industrial electric systems. PREREQUISITE: 10605167 Electricity 1.

10631100 Introduction to Process Control - Credits: 2
The Introduction to Process Control course explains the function of basic devices for measuring and controlling different kinds of variables in process control. It introduces closed-loop control, PID functions, analog and digital devices, and control system applications. It also covers instrumentation symbols and the interpretation and use of process diagrams.

10631102 Industrial Power Electronics - Credits: 2
The Industrial Power Electronics course is a hands-on course dealing with the electronics that are used to control, power, and operate machines and processes in the modern manufacturing plant. The course includes the study and use of the oscilloscope and digital multimeter, thyristors, IGBT, and AC/DC stepper and servo motor drive systems. PREREQUISITE: 10605167 Electricity 1 or equivalent.

10631103 Process Control and Instrumentation - Credits: 3
The Process Control and Instrumentation course offers hands-on skill exercises on controlling and manipulating temperature, pressure, flow, and level in the manufacturing process. Students will be able to identify, connect, operate, troubleshoot, and perform preventive maintenance on the components that form a process control system. PREREQUISITE: 10605167 Electricity 1 or equivalent and COREQUISITE: 10631100 Introduction to Process Control.

10631104 Smart Instruments - Credits: 2
The Smart Instruments course introduces students to smart instruments including temperature devices, pressure devices, and smart control valves. Students will be able to calibrate, configure, and troubleshoot smart devices. Students will be able to identify appropriate applications for smart instruments. PREREQUISITE: 10631100 Introduction to Process Control or equivalent.

10631105 Industrial Networks and Communication Busses - Credits: 2
This course introduces networks, communication busses, and protocols used in industrial applications. Students will be able to discuss strengths and weaknesses of each communications solution and pick the most appropriate for given applications.

10631106 Supervisory and Distributed Control Systems - Credits: 3
This course will provide an overview exposure to networked distributed control systems and data acquisition systems. Included are PLCs, data acquisition systems, Single Loop Controllers, Smart Devices, and Distributed Control Systems. Students will connect, configure, and operate a simulated process that includes the elements of distributed control and data acquisition systems. PREREQUISITES: 10631100 Introduction to Process Control and 10631108 PLC Programming and Interfacing or equivalent.

10631107 Industrial Automation Case Project - Credits: 1
The primary focus of this course is to have the students receive exposure and experience with an industrial process control or manufacturing automation system. Students will complete a project or research dealing with an existing process in an area industry or complete an advanced project in the lab dealing with applications of industrial networks, sensors, control, and data acquisition. PREREQUISITES: 10631100 Introduction to Process Control, 10631102 Industrial Power Electronics; 10631103 Process Control and Instrumentation; 10631108 PLC Programming and Interfacing and 10631109 Industrial AC Motor Control, and Pilot Devices.

10631108 PLC Programming and Interfacing - Credits: 3
PLC Programming and Interfacing offers students a hands-on approach to implementing industrial control by integrating typical plant floor electrical components with microprocessor-based controllers. Students will learn to identify and connect field inputs and outputs; communicate with, and program microprocessor-based controllers. Students will also connect, communicate with, and develop displays for computer-based operator interfaces. PREREQUISITE: 10605167 Electricity 1.

10631109 Industrial AC, Motor Control, and Pilot Devices - Credits: 3
This course gives students the opportunity to learn about AC theory, circuits, and control devices used in industry. The course begins with an overview of AC theory including resistance, inductance, and capacitance. The course includes topics on AC, and DC motors, motor controls, and pilot devices. The student will engage in hands-on activities with real industrial components to enable them to recognize, select, apply, and troubleshoot industrial electrical control circuit components. PREREQUISITE: 10605168 Electricity 2 or equivalent.

10631110 Advanced PLC Programming and Interfacing - Credits: 3
Advanced PLC offers students a hands-on approach to implementing industrial control using modern controllers to implement programs that utilize advanced functions. Students will complete hands-on activities with Allen Bradley ControlLogix PLCs. The course will examine the use of basic instructions and addressing with RSLogix 5000 as well as more advanced PLC instructions in Ladder Logic and Function Block. Other topics include PLC configuration and commissioning, communications with RSLogix, OPC, and RSLinx, HIM configurations using PanelView, Wonderware and/or RSView. PREREQUISITE: 10631108 PLC Programming and Interfacing.
Industrial Maintenance Technician

32-462-1 Technical Diploma (two-year)

Campus: Superior

Program Overview

The Industrial Maintenance Technician program will give you practical “hands-on” experience in welding, hydraulics, machining, plumbing, electricity and mechanical maintenance. Opportunities for advancement increase with further education.

Admission Requirements

- Complete application form and submit with fee (fee waiver may apply if previously submitted)
- Review and sign Functional Abilities Disclosure
- Review and Sign Gainful Employment Disclosure
- Complete admissions meeting with a WITC counselor

Program Outcomes

Industrial Maintenance Technician graduates will be able to:

- Demonstrate safe work procedures
- Install industrial equipment and systems
- Maintain industrial equipment and systems
- Troubleshoot industrial equipment and systems
- Repair industrial equipment and systems
- Communicate technical information

Employability Essentials

The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook

Typical positions available after graduation include:

- Maintenance Technician Assistant
- Maintenance Technician Foreperson
- Maintenance Machinist
- Maintenance Technician
- Maintenance Welding

Graduates may also enter the trades of Machine Repair, Machine Rebuilder, and Millwright. Graduates may advance to such positions as Maintenance Leadperson, Maintenance or Millwright Apprentice, Foreperson, or Superintendent.

Curriculum

<table>
<thead>
<tr>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gas Metal Arc Welding 1</td>
<td>3 cr.</td>
</tr>
<tr>
<td>Shielded Metal Arc Welding 1</td>
<td>3 cr.</td>
</tr>
<tr>
<td>Shielded Metal Arc Welding 2</td>
<td>2 cr.</td>
</tr>
<tr>
<td>Gas Tungsten Arc Welding 1</td>
<td>2 cr.</td>
</tr>
<tr>
<td>Basic Electrical Theory</td>
<td>2 cr.</td>
</tr>
<tr>
<td>Electrical Systems</td>
<td>3 cr.</td>
</tr>
<tr>
<td>Industrial Systems Control</td>
<td>3 cr.</td>
</tr>
<tr>
<td>Hydraulics/Pneumatics</td>
<td>3 cr.</td>
</tr>
<tr>
<td>Maintenance Machining</td>
<td>3 cr.</td>
</tr>
<tr>
<td>Print Reading</td>
<td>2 cr.</td>
</tr>
<tr>
<td>Rigging</td>
<td>2 cr.</td>
</tr>
<tr>
<td>Fabrication Processes</td>
<td>2 cr.</td>
</tr>
<tr>
<td>Piping Systems</td>
<td>2 cr.</td>
</tr>
<tr>
<td>Pump Applications</td>
<td>2 cr.</td>
</tr>
<tr>
<td>Bearings and Lubrication</td>
<td>1 cr.</td>
</tr>
<tr>
<td>Machine Leveling and Alignments</td>
<td>2 cr.</td>
</tr>
<tr>
<td>Industrial Safety</td>
<td>1 cr.</td>
</tr>
<tr>
<td>Gears, Belts, and Chain Drives</td>
<td>1 cr.</td>
</tr>
<tr>
<td>Conveyors (WBL)</td>
<td>2 cr.</td>
</tr>
<tr>
<td>Conveyor Systems Repair Lab</td>
<td>3 cr.</td>
</tr>
<tr>
<td>Fluid Systems Repair Lab (WBL)</td>
<td>2 cr.</td>
</tr>
</tbody>
</table>

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.

** See pages 40-42 for course descriptions.

Graduate Employment Information

| Number of graduates | 8 |
| Number of responses | 8 |
| Number available for employment | 8 |
| Number employed | 8 |
| Percent employed | 100% |
| Employed in related field | 8 |
| % employed in WITC district | 13% |
| Range of yearly salary | $35,856-$118,551 |
| Average yearly salary | $60,975 |

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/industrial-maintenance-technician/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.
31442370
Gas Metal Arc Welding 1 - Credits: 3
This course introduces the student to the basics of GMAW welding operations. It includes the study of the type of metals and equipment utilized in welding. The instruction emphasizes accepted applications in buttting and joining metals utilizing standard industry techniques.

31442373
Shielded Metal Arc Welding 1 - Credits: 3
This course introduces the student to the basics of SMAW welding. It includes the study of the type of metals and equipment utilized when welding. The instruction emphasizes accepted applications in buttting and joining metals utilizing standard welding techniques.

31442374
Shielded Metal Arc Welding 2 - Credits: 2
This course introduces the student to the next level of SMAW welding. It includes the study of the type of metals and equipment utilized when welding. The instruction emphasizes accepted applications in buttting and joining metals utilizing standard welding techniques. COREQUISITE: 31442373 Shielded Metal Arc Welding 1.

31442379
Gas Tungsten Arc Welding 1 - Credits: 2
This course introduces the student to the basics of GTAW welding operations. It includes the study of the type of metals and equipment utilized in welding. The instruction emphasizes accepted applications in buttting and joining metals utilizing standard industry techniques.

32414340
Basic Electrical Theory - Credits: 2
This course is designed to introduce the student to the basic concepts of electricity. Students will be introduced to basic electrical components such as resistors, switches, indicators, relays, and basic testing equipment. Reading wiring diagrams will be introduced during this course.

32414341
Electrical Systems - Credits: 3
This course introduces the student to advanced interpretation of the various wiring and ladder diagrams used in electrical systems. The selection and application of interconnecting wiring and control devices used in industrial electrical control systems will be the focus of this course. COREQUISITE: 32414340 Basic Electrical Theory.

32414343
Industrial Systems Control - Credits: 3
This course is designed to introduce the student to the basics of the programmable logic controllers used in industry. Training in ladder logic, logic gates, Boolean equations, and truth tables will be given. Basic program and troubleshooting will be the focus of this course. COREQUISITE: 32414340 Basic Electrical Theory.

32419301
Hydraulics/Pneumatics - Credits: 3
This course is designed to introduce the student to the theory of fluid power. The common gas laws will be analyzed. The basic system of a hydraulic unit and pneumatic unit will be the focus of this laboratory-based course. Common applications of different circuits will be explored and constructed.

32420305
Maintenance Machining - Credits: 3
This course is designed to introduce the student to the basic machines and procedures of machines common to the industrial maintenance industry.

32420310
Print Reading - Credits: 2
This course will cover the basic principles of print reading. The emphasis will be on interpreting lines and symbols in single- and multiple-view working drawings. Topics include print reading procedures, sketching, drawing changes, and the reading of prints in maintenance areas of machining, fabrication, piping systems, and welding.

32462305
Rigging - Credits: 2
During this course the student will be introduced to the safety procedures, the common hardware components, and the equipment used in industry for rigging to lift and move machines and equipment. The student will demonstrate industry standard rigging and lifting procedures in a laboratory-based environment.

32462306
Fabrication Processes - Credits: 2
This course is designed to introduce the student to the basics of fabrication processes that are common to the industrial maintenance field along with the tools and components used in these processes. This course is a theory-based course with hands-on lab applications.

32462308
Piping Systems - Credits: 2
This course is designed to introduce the student to basic plumbing of air, water, and other process systems found in industrial plants. Layout, cutting, threading, and installing these systems will be the focus of this course.

32462309
Pump Applications - Credits: 2
This course is designed to enable the student to explore the theory of fluid pumping applications common to industry. General troubleshooting and maintenance procedures will be stated and practiced during this competency lab-based course.

32462312
Bearings and Lubrication - Credits: 1
This course is designed to introduce the student to the applications of bearings and lubrication processes used in industries. Instruction will be given in the basic principles of operations, preventive maintenance, and repair procedures of all bearing types common to industry.

32462314
Machine Leveling and Alignments - Credits: 2
This course is designed to introduce the student to the standard applications of machine leveling and alignment of shafts, couplings, bearings, and machines common to industries. This course will cover several leveling and alignment procedures that meet industry standards.

32462317
Industrial Safety - Credits: 1
This course is designed to introduce the student to safety topics required by OSHA for general industries. Safety committees and their function in the workplace will also be discussed. The history of OSHA and the role it plays in industry, along with the roles of all workers and employers toward safety, will be the focus of this course.

32462320
Gears, Belts, and Chain Drives - Credits: 1
This course is designed to introduce the student to the applications of gears, belts, and chain drives used in industry. Instruction will be given in the basic principles of operation, installation, preventive maintenance, and repair procedures of these components to industry standards.

32462321
Conveyors (WBL) - Credits: 2
This course is designed to introduce the student to bulk handling belt conveyor systems common to many industries. While examining the different systems used that make up an effective belt conveyor, the student will design a system of their own. Standard applications, preventive maintenance, repair, and installation of conveyors will be the focus of this course. The screw, flat belt, and roller conveyors will also be examined. A strong background in mechanical drive and fabrication is recommended.

32462322
Conveyor Systems Repair Lab - Credits: 3
This course is designed to provide a"real" work-like environment where the student is placed in a team environment to build a conveyor from the design that was created in the conveyors theory class. All welding, machining, and the fabrication of the conveyor will be done by the team. The ordering of parts and components, along with creating a journal of the project, will be a team function. COREQUISITE: 32462321 Conveyors (WBL).

32462330
Fluid Systems Repair Lab (WBL) - Credits: 2
This course is designed to give the student a chance to apply fluid power system skills in a shop environment. Students will work on projects that will require troubleshooting of fluid systems and components, and construction of fluid systems common to industry. COREQUISITES: 32419301 Hydraulics/Pneumatics, 32462308 Piping Systems, and 32462309 Pump Applications.
## Machine Tool Technician Pathway

### You could take this first and get a credential.

<table>
<thead>
<tr>
<th>Machine Tool Operation</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Diploma</td>
<td>Machine Operator, Machinist Apprentice, Machine Setup Operator</td>
</tr>
<tr>
<td>31 Credits / 1 Year Full Time</td>
<td></td>
</tr>
</tbody>
</table>

**Range of Yearly Salary**

$30,886-$66,846* annually  
*Range of yearly salary based on composite from Wisconsin’s 16 technical college districts (WTCS) which may or may not include WITC graduates.

---

### Continue your education to obtain this technical diploma.

<table>
<thead>
<tr>
<th>Machine Tool Technician</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>61 Credits / 2 Years Full Time</td>
<td></td>
</tr>
</tbody>
</table>

**Range of Yearly Salary**

$39,517-$74,874 annually

---

### Continue your education to obtain a bachelor’s degree.

**BEYOND WITC**

<table>
<thead>
<tr>
<th>Bachelor’s Degree</th>
<th>Important Notes on Transferring:</th>
</tr>
</thead>
<tbody>
<tr>
<td>UW-Stout</td>
<td>- Check out witc.edu/transfer for details on specific agreements listed</td>
</tr>
<tr>
<td></td>
<td>- The college listed has developed a Technical Diploma to Bachelor Degree Articulation Agreement with WITC</td>
</tr>
<tr>
<td></td>
<td>- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities</td>
</tr>
<tr>
<td></td>
<td>- Transferology, <a href="http://www.transferology.com">www.transferology.com</a>, or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process</td>
</tr>
</tbody>
</table>
Machine Tool Technician
32-420-1 Technical Diploma (two-year)

Campus: Superior

Program Overview
The two-year machine tool technician program at WITC will prepare you to operate and set up machine tools for the machining industry. You will learn general machining skills based on the skills and knowledge identified by the Metalworking Industry Skill Standards Board. You will gain skills in production planning, quality control, metallurgical processes, precision measuring, using an engineer's handbook and interpreting prints. Computer-aided machining and programming techniques are emphasized.

Admission Requirements
- Complete application form and submit with fee (fee waiver may apply if previously submitted)
- Review and sign Functional Abilities Disclosure
- Review and Sign Gainful Employment Disclosure
- Complete admissions meeting with a WITC counselor

Program Outcomes
Machine Tool Technician graduates will be able to:
- Apply basic safety practices in the machine shop
- Interpret industrial/engineering drawings
- Apply precision measuring methods to part inspection
- Perform basic machine tool equipment set up and operation
- Perform programming, set up, and operation of CNC machine tools
- Perform advanced CNC machining operations

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
- Machine Tool Operator
- Apprentice Machinist
- Machine Setup Person
- Tool Room Machinist
- CNC Machinist
- Maintenance Machinist
- CNC Programmer

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>32420312</td>
<td>CNC Programming - Turning</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32420313</td>
<td>CNC Turning Operations</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32420315</td>
<td>CNC Programming - Milling</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32420316</td>
<td>CNC Milling Operations</td>
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</tr>
<tr>
<td>32420318</td>
<td>Production Machining 1</td>
<td>4 cr.</td>
</tr>
<tr>
<td>32420319</td>
<td>Production Machining 2 (WBL)</td>
<td>4 cr.</td>
</tr>
<tr>
<td>32420320</td>
<td>CAD/CAM Applications</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32420321</td>
<td>Print Reading for Machine Trades</td>
<td>1 cr.</td>
</tr>
<tr>
<td>32420325</td>
<td>Machine Tool Operation 1</td>
<td>4 cr.</td>
</tr>
<tr>
<td>32420326</td>
<td>Machine Tool Operation 2</td>
<td>4 cr.</td>
</tr>
<tr>
<td>32420327</td>
<td>Machine Tool Operation 3</td>
<td>4 cr.</td>
</tr>
<tr>
<td>32420328</td>
<td>Machine Tool Operation 4 (WBL)</td>
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</tr>
<tr>
<td>32420329</td>
<td>Machine Tool Theory 1</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32420330</td>
<td>Machine Tool Theory 2</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32420361</td>
<td>Introduction to CAD/CAM</td>
<td>1 cr.</td>
</tr>
<tr>
<td>32420363</td>
<td>Production Fixturing and Quality</td>
<td>2 cr.</td>
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<tr>
<td>32420364</td>
<td>Multiaxis Programming and Operations</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32420365</td>
<td>CNC Fundamentals</td>
<td>2 cr.</td>
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<td>32420375</td>
<td>Job Shop Machining 1</td>
<td>4 cr.</td>
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<tr>
<td>32420376</td>
<td>Job Shop Machining 2</td>
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<td>Occupational Specific Total</td>
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<td>Occupational Specific Courses **</td>
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<td></td>
<td>Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>** See pages 40-42 for course descriptions.</td>
<td></td>
</tr>
</tbody>
</table>

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/machine-tool-technician/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

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<thead>
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<th>Number of graduates</th>
<th>Number employed</th>
<th>% employed in WITC district</th>
<th>Range of yearly salary</th>
<th>Average yearly salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>4</td>
<td>67%</td>
<td>$39,517-$74,874</td>
<td>$56,849</td>
</tr>
</tbody>
</table>

800.243.9482 • witc.edu
Machine Tool Operation
31-420-1 Technical Diploma (one-year)

Campus: Ashland

Program Overview

Machine Tool Operation is a nine-month technical diploma program designed to provide in-depth study and hands-on skills in the machine processing of a variety of metals.

You will become proficient in the set up and operation of manual mills, lathes, grinders, drills and saws as you complete increasingly complex projects while holding tight tolerances. Various pieces of precision measuring equipment are used to check quality. Additional work in blueprint reading, heat-treating and computer numerical controlled (CNC) machining is required to complete the Machine Tool Operation program.

Admission Requirements

- Complete application form and submit with fee (fee waiver may apply if previously submitted)
- Review and sign Functional Abilities Disclosure
- Review and Sign Gainful Employment Disclosure
- Complete admissions meeting with a WITC counselor

Program Outcomes

Machine Tool Operation graduates will be able to:

- Apply basic safety practices in the machine shop
- Interpret industrial/engineering drawings
- Apply precision measuring methods to part inspection
- Perform basic machine tool equipment set-up and operation
- Perform programming, set up, and operation of CNC machine tools

Employability Essentials

The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook

Typical positions available after graduation include:

- Machine Operator
- Machinist Apprentice
- Machine Setup Operator

With further training, graduates may advance to:

- All-round Machinist
- Tool and Die Maker
- Machine Programming
- Machine Shop Operator
- Tool-machine Setup Operator

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>32420321</td>
<td>Print Reading for Machine Trades</td>
<td>1 cr.</td>
</tr>
<tr>
<td>32420325</td>
<td>Machine Tool Operation 1</td>
<td>4 cr.</td>
</tr>
<tr>
<td>32420326</td>
<td>Machine Tool Operation 2 *</td>
<td>4 cr.</td>
</tr>
<tr>
<td>32420327</td>
<td>Machine Tool Operation 3 *</td>
<td>4 cr.</td>
</tr>
<tr>
<td>32420328</td>
<td>Machine Tool Operation 4 (WBL) *</td>
<td>4 cr.</td>
</tr>
<tr>
<td>32420329</td>
<td>Machine Tool Theory 1</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32420330</td>
<td>Machine Tool Theory 2 *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32420361</td>
<td>Introduction to CAD/CAM</td>
<td>1 cr.</td>
</tr>
<tr>
<td>32420365</td>
<td>CNC Fundamentals</td>
<td>2 cr.</td>
</tr>
<tr>
<td><strong>Occupational Supportive/General Studies Courses</strong></td>
<td></td>
<td><strong>Total: 7 cr.</strong></td>
</tr>
<tr>
<td>32801361</td>
<td>Applied Communications</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32804325</td>
<td>Applied Technical Math 1</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32809380</td>
<td>Applied Interpersonal Skills</td>
<td>2 cr.</td>
</tr>
<tr>
<td><strong>Occupational Supportive/General Studies Total</strong></td>
<td></td>
<td><strong>Total: 7 cr.</strong></td>
</tr>
</tbody>
</table>

**TOTAL PROGRAM REQUIREMENTS**

31 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.

** See pages 40-42 for course descriptions.

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/machine-tool-operation/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information

(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>Number employed</th>
<th>% employed in WITC district</th>
<th>Range of yearly salary</th>
<th>Average yearly salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>2</td>
<td>100%</td>
<td>$30,886-$66,846*</td>
<td>$40,903*</td>
</tr>
</tbody>
</table>

*Range of yearly salary and average yearly salary based on composite from Wisconsin’s 16 technical college districts (WTCS) which may or may not include WITC graduates.

2019/2020
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

32420312 CNC Programming - Turning - Credits: 2
Students will learn about program structure (startup, work, shutdown), and basic G-codes including variations caused by machine type and programmer style. They will write simple programs and edit prewritten programs in order to hone their skill. The goal will be to start out simple and move to programs that are both efficient and effective. PREREQUISITE: 32420306 CNC Fundamentals or consent of instructor.

32420313 CNC Turning Operations - Credits: 2
CNC turning centers produce many of the cylindrical shapes machined in production machine shops today. This course will include machine/ control familiarization, machine startup procedures, program transfers, work holding preparation, tooling preparation, setting tooling offsets, and part origins. In addition, students learn how to run the first part including dry runs and making minor tool offset adjustments. PREREQUISITE: 32420306 CNC Fundamentals or consent of instructor.

32420315 CNC Programming - Milling - Credits: 2
Productive users of CNC machining centers benefit from the execution of effective and efficient CNC programs. Students will become familiar with frequently used G-codes and will be exposed to canned cycles. They will learn how to convert print specifications into CNC G-code format using linear and circular interpolation functions as well as utilizing the benefits of canned cycles for drilling, reaming, tapping, and boring holes. Programs will be entered and edited on personal computers and at the CNC Machining Center. PREREQUISITE: 32420306 CNC Fundamentals or consent of instructor.

32420316 CNC Milling Operations - Credits: 2
CNC machining centers will be utilized in this course for the production of machined parts. This course will include machine/ control familiarization, machine startup procedures, program transfers, work-holding preparation, tooling preparation, setting tooling offsets, and part origins. In addition, students will learn how to run the first part including dry runs and making minor tool offset adjustments. PREREQUISITE: 32420306 CNC Fundamentals or consent of instructor.

32420318 Production Machining 1 - Credits: 4
This course is intended to develop the advanced skills and knowledge needed for entry into a production machining environment. The student machinist will use knowledge and skills developed in previous study to solve production machining problems. Emphasis will be placed on the efficient manufacturing of parts in higher quantities. This course will also serve as a work-based learning experience. PREREQUISITES: 32420310 Machine Tool Theory 2 and 32420328 Machine Tool Operation 4 (WBL) and COREQUISITE: 32420318 Production Machining 1.

32420320 CAD/CAM Applications - Credits: 2
Computer-Aided Design (CAD) and Computer-Assisted Manufacturing (CAM) have become standard tools used almost wherever CNC production in metalworking takes place. Students will use the CAD/CAM software to build geometry, tool and material libraries, and define cutting paths/patterns. Post-processing of these CAD/CAM files will generate CNC programs in machine-specific G-code format. PREREQUISITE: 32420361 Introduction to CAD/CAM or consent of instructor.

32420321 Print Reading for Machine Trades - Credits: 1
This course will cover the basic principles of print reading. The emphasis is on interpreting standard lines and symbols in single- and multiple-view working drawings. Topics include print reading procedures, drawing changes, machining specifications, and the reading of prints in specialized areas including ANSI and ISO standards. Strongly recommend a basic understanding of mathematics concepts.

32420325 Machine Tool Operation 1 - Credits: 4
Students will be assigned introductory, specifically designed projects that will be machined using the engine lathe, milling machine, drill press, and various saws. Students will be in a job-like setting. The capability and safe use of machine tools will be stressed.

32420326 Machine Tool Operation 2 - Credits: 4
Students will be assigned basic, specifically designed projects that will be machined using the engine lathe, milling machine, drill press, and various saws. Students will also machine parts on conversationally-programmed CNC lathes and vertical mills. Students will be in a job-like setting. The capability and safe use of machine tools will be stressed. COREQUISITE: 32420325 Machine Tool Operation 1.

32420327 Machine Tool Operation 3 - Credits: 4
A continuation of Machine Tool Operation featuring advanced operations on milling machines, grinders, lathes, and drill presses. CNC operation and programming on a vertical mill and a turning center are introduced. Also included are machine maintenance and precision measurement. The capability and safe use of machine tools will be stressed. PREREQUISITE: 32420326 Machine Tool Operation 2.

32420328 Machine Tool Operation 4 (WBL) - Credits: 4
Machine Tool Operation 4 features advanced operations on milling machines, grinders, lathes, and drill presses. CNC programming and operation on vertical mills and turning centers will be emphasized. The capability and safe use of machine tools will be stressed. COREQUISITE: 32420327 Machine Tool Operation 3.

32420330 Machine Tool Theory 2 - Credits: 2
This course will cover principles of machine tool theory emphasizing conventional and CNC machining operations. There will be in-depth training on the engine lathe, milling machines, CNC programming and operation, grinding machines, and metallurgy. The capability and safe use of machine tools will be stressed. PREREQUISITE: 32420329 Machine Tool Theory 1.

32420361 Introduction to CAD/CAM - Credits: 1
This course will introduce students to computer-aided drafting (CAD) and computer-aided machining (CAM). Students will use appropriate CAD software to prepare mechanical drawings. Students will be introduced to CAD/CAM equipment.

32420363 Production Fixturing and Quality - Credits: 2
This course will introduce the student to the elements involved in the manufacture of a product. The course will include designing and building fixtures for use on a production project. The student will also develop the process plans and created quality documentation for this production project.

32420364 Multiaxis Programming and Operations - Credits: 2
This course will provide the students the opportunity to program, set-up and operate 4th and 5th axis vertical CNC Milling Centers.

32420365 CNC Fundamentals - Credits: 2
This course introduces the student to the development and editing of Computer Numerical Control (CNC) programs. The basic elements of CNC machine setup and operation are covered for the production of acceptable parts. Safety concerns are also addressed. Strongly recommend a basic understanding of algebra, geometry, and trigonometry.

32420375 Job Shop Machining 1 - Credits: 4
This course is intended to develop the skills and knowledge needed in a job shop environment. The student machinist will use knowledge and skills developed in previous study to solve typical job shop problems. PREREQUISITES: 32420330 Machine Tool Theory 2 and 32420328 Machine Tool Operation 4 (WBL).

32420376 Job Shop Machining 2 - Credits: 4
This course is intended to develop the advanced skills and knowledge needed in a job shop environment. The student machinist will use knowledge and skills developed in previous study to solve typical job shop problems. This course builds on Job Shop Machining 1 experiences and provides additional skills in cutting tool selection and material characteristics. PREREQUISITES: 3242030 Machine Tool Theory 2 and 32420318 Machine Tool Operation 4 (WBL) and COREQUISITE: 32420375 Job Shop Machining 1.
### Machine Tool Operation - CNC Pathway

#### You could take this first and get a credential.

<table>
<thead>
<tr>
<th>Program</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Manufacturing Production Technician</strong></td>
<td>CNC Set-up Operator, CNC Operator</td>
</tr>
<tr>
<td>Technical Diploma</td>
<td></td>
</tr>
<tr>
<td>11 Credits / 1 Semester Part Time</td>
<td></td>
</tr>
</tbody>
</table>

#### Continue your education to obtain this technical diploma.

<table>
<thead>
<tr>
<th>Program</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CNC Technician</strong></td>
<td>CNC Machine Operator, CNC Set-up Operator, CNC Operator, Machinist</td>
</tr>
<tr>
<td>Technical Diploma</td>
<td></td>
</tr>
<tr>
<td>20 Credits / 1 Year Part Time</td>
<td></td>
</tr>
</tbody>
</table>

#### Continue your education to obtain this technical diploma.

<table>
<thead>
<tr>
<th>Program</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Machine Tool Operation - CNC</strong></td>
<td>Machine Tool Operator, Apprentice Machinist, CNC Machinist, CNC Programmer, Maintenance Machinist</td>
</tr>
<tr>
<td>Technical Diploma</td>
<td></td>
</tr>
<tr>
<td>35 Credits / 1 Year Full Time; Part Time Available</td>
<td></td>
</tr>
<tr>
<td><strong>Range of Yearly Salary</strong></td>
<td>$30,418-$58,236 annually</td>
</tr>
</tbody>
</table>

#### Continue your education to obtain a bachelor’s degree.

<table>
<thead>
<tr>
<th>Program</th>
<th>Important Notes on Transferring:</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>BEYOND WITC</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Bachelor’s Degree</strong></td>
<td>Check out witc.edu/transfer for details on specific agreements listed</td>
</tr>
<tr>
<td>UW-Stout</td>
<td>The college listed has developed a Technical Diploma to Bachelor Degree Articulation Agreement with WITC</td>
</tr>
<tr>
<td></td>
<td>To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities</td>
</tr>
<tr>
<td></td>
<td>Transferology, <a href="http://www.transferology.com">www.transferology.com</a>, or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process</td>
</tr>
</tbody>
</table>
Machine Tool Operation - CNC
31-444-1 Technical Diploma (one-year)

Campus: Rice Lake

Program Overview
Machine Tool Operation - CNC program is a 9-month technical diploma program designed to provide in-depth study and hands-on skills in the machine processing of a variety of metals. Students become proficient in the set up and operation of mills, lathes, grinders, drills, and saws as you complete increasingly complex projects while holding tight tolerances. Various pieces of precision measuring equipment are used to check quality. Additional work in blueprint reading, heat-treating, and computer numerical controlled (CNC) machining is required to complete the Machine Tool Operation - CNC program.

Admission Requirements
- Complete application form and submit with fee (fee waiver may apply if previously submitted)
- Review and sign Functional Abilities Disclosure
- Review and Sign Gainful Employment Disclosure
- Complete admissions meeting with a WITC counselor

Program Outcomes
Machine Tool Operation - CNC graduates will be able to:
- Apply basic safety practices in the machine shop
- Interpret industrial/engineering drawings
- Apply precision measuring methods to part inspection
- Perform basic machine tool equipment set-up and operation
- Perform programming, set-up, and operation of CNC machine tools

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
After completing this program, graduates will be ready for their career in a variety of positions such as:
- Machine Tool Operator
- Apprentice Machinist
- CNC Machinist
- Maintenance Machinist
- CNC Programmer

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>31420322</td>
<td>Print Reading for Machine Trades 1</td>
<td>1 cr.</td>
</tr>
<tr>
<td>31420323</td>
<td>Print Reading for Machine Trades 2 *</td>
<td>1 cr.</td>
</tr>
<tr>
<td>32420320</td>
<td>CAD/CAM Applications *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32420361</td>
<td>Introduction to CAD/CAM</td>
<td>1 cr.</td>
</tr>
<tr>
<td>32444300</td>
<td>CNC Turning – Basic Operation and Programming</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32444301</td>
<td>CNC Milling – Basic Operation and Programming</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32444302</td>
<td>Machining – Fundamentals and Drilling Processes</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32444303</td>
<td>Machining – Turning Processes</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32444304</td>
<td>Machining – Milling Processes</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32444305</td>
<td>Machining – Surface Grinding Processes</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32444306</td>
<td>CNC Milling – Advanced Operation and Programming</td>
<td>4 cr.</td>
</tr>
<tr>
<td>32444307</td>
<td>CNC Turning – Advanced Operation and Programming</td>
<td>4 cr.</td>
</tr>
<tr>
<td><strong>Occupational Specific Total</strong></td>
<td><strong>28 cr.</strong></td>
<td></td>
</tr>
<tr>
<td>**Occupational Supportive/General Studies Courses **</td>
<td><strong>7 cr.</strong></td>
<td></td>
</tr>
<tr>
<td>32801361</td>
<td>Applied Communications</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32804325</td>
<td>Applied Technical Math 1</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32804334</td>
<td>Applied Technical Math 2 *</td>
<td>2 cr.</td>
</tr>
<tr>
<td><strong>Occupational Supportive/General Studies Total</strong></td>
<td><strong>7 cr.</strong></td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL PROGRAM REQUIREMENTS</strong></td>
<td><strong>35 cr.</strong></td>
<td></td>
</tr>
</tbody>
</table>

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/machine-tool-operation-cnc/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
(WTCS Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>4</th>
<th>Number employed</th>
<th>4</th>
<th>% employed in WITC district</th>
<th>75%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of responses</td>
<td>4</td>
<td>Percent employed</td>
<td>100%</td>
<td>Range of yearly salary</td>
<td>$30,418-$58,236</td>
</tr>
<tr>
<td>Number available for employment</td>
<td>4</td>
<td>Employed in related field</td>
<td>4</td>
<td>Average yearly salary</td>
<td>$43,908</td>
</tr>
</tbody>
</table>

2019/2020
31420322
Print Reading for Machine Trades 1 - Credits: 1
This course will cover the basic principles of print reading. The emphasis will be on object representation, geometric dimensioning and tolerances (GDT), threads, and section views. Strongly recommend a basic understanding of mathematics concepts.

31420323
Print Reading for Machine Trades 2 - Credits: 1
This advanced print reading course will cover drawing changes, auxiliary and section views, detail and assembly prints, machined features, gears, and CNC documents. PREREQUISITE: 31420322 Print Reading for Machine Trades 1.

32420320
CAD/CAM Applications - Credits: 2
Computer-Aided Design (CAD) and Computer-Assisted Manufacturing (CAM) have become standard tools used almost wherever CNC production in metalworking takes place. Students will use the CAD/CAM software to build geometry, tool and material libraries, and define cutting paths/patterns. Post-processing of these CAD/CAM files will generate CNC programs in machine-specific G-code format. PREREQUISITE: 32420361 Introduction to CAD/CAM or consent of instructor.

32420361
Introduction to CAD/CAM - Credits: 1
This course will introduce students to computer-aided drafting (CAD) and computer-aided machining (CAM). Students will use appropriate CAD software to prepare mechanical drawings. Students will be introduced to CAD/CAM equipment.

32444300
CNC Turning - Basic Operation and Programming - Credits: 2
This course includes the operation of CNC (Computer Numerical Control) lathes and turning centers including calling up programs, loading and unloading parts, part inspection, and monitoring tool wear. The use of process plans, inspection sheets, and setup guides will also be covered. This course will also provide an introduction to planning and writing programs for CNC turning centers using standard G and M codes. Learners will set up work pieces in machines, enter programs, set tool offsets, enter tool compensation, and complete part projects.

32444301
CNC Milling - Basic Operation and Programming - Credits: 2
This course includes the operation of CNC (Computer Numerical Control) mills and machining centers including calling up programs, loading and unloading parts, part inspection, and monitoring tool wear. The use of process plans, inspection sheets, and setup guides will also be covered. This course will provide an introduction to planning and writing programs for CNC mills and machining centers using standard G and M codes. Learners will set up work pieces in machines, enter programs, set tool offsets, enter work offsets, and complete part projects.

32444302
Machining - Fundamentals and Drilling Processes - Credits: 2
This course will provide the basic machining information needed by the learner in subsequent CNC Machine Tool Operation courses. It will also provide instruction and practice in the use of sawing and drilling machines and related processes.

32444303
Machining - Turning Processes - Credits: 3
This course will provide basic instruction and practice in the use of lathes and various turning machines. Students will learn about lathes, associated processes, turning tools, and related safety/maintenance issues.

32444304
Machining - Milling Processes - Credits: 3
This course will provide instruction and practice in the use of milling machines and various processes performed on them. Students will learn about mills, associated processes, milling machine tooling, and related safety/maintenance issues.

32444305
Machining - Surface Grinding Processes - Credits: 3
This course will provide instruction and practice in the use of the manual surface grinder and various surface grinding processes.

32444306
CNC Milling - Advanced Operation and Programming - Credits: 4
The advanced setup and operation of CNC (Computer Numerical Control) machining centers is covered in this course. Applications include selection of tools and workholding devices, setting tool offsets and work offsets, calling up programs, proofing programs, making edits and machine adjustments. Advanced level programming for CNC machining centers is also covered in this course. Learners will write programs at the machine and computer, enter offsets and compensation, and machine multiple parts to prove out programs.

32444307
CNC Turning - Advanced Operation and Programming - Credits: 4
The advanced setup of CNC (Computer Numerical Control) turning centers is covered in this course. Applications include selection of tools and workholding devices, setting tool offsets and work coordinate positions, calling programs, proofing programs, making edits and machine adjustments. Advanced level programming for CNC turning centers is also covered in this course. Learners will write programs at the machine and computer, enter offsets and tool compensation, and machine multiple parts to prove out programs.
### Machine Tooling Technics Pathway

**You could take this first and get a credential.**

<table>
<thead>
<tr>
<th>Program</th>
<th>Credits / Duration</th>
<th>Potential Careers</th>
<th>Multi-Axis CNC Milling</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Entry Level Machining</strong></td>
<td>Technical Diploma</td>
<td>Machine Operator, Machine Repair Person, Machinist, Maintenance Machinist, Production Machinist, Set-Up Machinist</td>
<td><strong>Potential Careers</strong></td>
</tr>
<tr>
<td>27 Credits / 1 Year Full Time</td>
<td></td>
<td></td>
<td>CNC Machinist, Programmer</td>
</tr>
<tr>
<td><strong>Range of Yearly Salary</strong></td>
<td>$39,666-$56,156 annually</td>
<td><strong>Technical Diploma</strong></td>
<td>14 Credits / 1 Semester Full Time</td>
</tr>
</tbody>
</table>

**Continue your education to obtain this technical diploma.**

<table>
<thead>
<tr>
<th>Program</th>
<th>Credits / Duration</th>
<th>Potential Careers</th>
<th>Machine Tooling Technics</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Multi-Axis CNC Milling</strong></td>
<td>Technical Diploma</td>
<td>CNC Machinist, Programmer</td>
<td></td>
</tr>
<tr>
<td>14 Credits / 1 Semester Full Time</td>
<td></td>
<td><strong>Tool and Die Mold Maker, Machinist Apprentice, Machine Operator, CNC Machinist, Setup Person, Programmer, Maintenance Machinist</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Range of Yearly Salary</strong></td>
<td>$27,038-$52,000 annually</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Continue your education to obtain a bachelor’s degree.**

<table>
<thead>
<tr>
<th>Program</th>
<th>UW-Stout</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>BEYOND WITC</strong></td>
<td>Bachelor’s Degree</td>
</tr>
</tbody>
</table>

**Important Notes on Transferring:**
- Check out witc.edu/transfer for details on specific agreements listed
- The college listed has developed a Technical Diploma to Bachelor Degree Articulation Agreement with WITC
- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities
- Transferology, www.transferology.com, or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process.
Machine Tooling Technics
32-420-5 Technical Diploma (two-year)

Campus: New Richmond

Program Overview
The Machine Tooling Technics program emphasizes mold and toolmaking for the plastic injection molding industry including using computerized machining equipment. You will use basic machining skills along with math and print reading. You will gain skills in precision measurement, metallurgical processes, in-depth programming, operation on CNC milling machines and lathes, shop theory courses in toolmaking and CAD/CAM operation.

Admission Requirements
- Complete application form and submit with fee (fee waiver may apply if previously submitted)
- Review and sign Functional Abilities Disclosure
- Review and Sign Gainful Employment Disclosure
- Complete admissions meeting with a WITC counselor

Program Outcomes
Machine Tooling Technics graduates will be able to:
- Apply basic safety practices in the machine shop
- Interpret industrial/engineering drawings
- Apply precision measuring methods to part inspection
- Perform basic machine tool equipment setup and operation
- Perform programming, set up, and operation of CNC machine tools
- Perform advanced tool, die, and mold operations

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical careers available after graduation include:
- Tool and Die Mold Maker
- Machinist Apprentice
- Machine Operator
- CNC Machinist
- Setup Person
- Programmer
- Maintenance Machinist

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>32420306</td>
<td>Machine Shop Theory 1</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32420307</td>
<td>Machine Shop Theory 2</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32420308</td>
<td>Applied Machine Tooling 1</td>
<td>4 cr.</td>
</tr>
<tr>
<td>32420309</td>
<td>Applied Machine Tooling 2</td>
<td>4 cr.</td>
</tr>
<tr>
<td>32420311</td>
<td>Materials for Machine Tooling Technics</td>
<td>1 cr.</td>
</tr>
<tr>
<td>32420321</td>
<td>Print Reading for Machine Trades</td>
<td>1 cr.</td>
</tr>
<tr>
<td>32420334</td>
<td>CAD/CAM Demo</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32420336</td>
<td>Applied Machine Tooling 3</td>
<td>4 cr.</td>
</tr>
<tr>
<td>32420337</td>
<td>Applied Machine Tooling 4</td>
<td>4 cr.</td>
</tr>
<tr>
<td>32420338</td>
<td>CAD Basics</td>
<td>1 cr.</td>
</tr>
<tr>
<td>32420339</td>
<td>Mastercam</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32420357</td>
<td>Advanced Machining Concepts</td>
<td>1 cr.</td>
</tr>
<tr>
<td>32420370</td>
<td>Machine Tooling Technics 1</td>
<td>4 cr.</td>
</tr>
<tr>
<td>32420371</td>
<td>Machine Tooling Technics 2</td>
<td>4 cr.</td>
</tr>
<tr>
<td>32420372</td>
<td>Machine Tooling Technics 3 (WBL)</td>
<td>5 cr.</td>
</tr>
<tr>
<td>32420391</td>
<td>Toolmaking Theory</td>
<td>2 cr.</td>
</tr>
</tbody>
</table>

Occupational Specific Total 43 cr.

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
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<tbody>
<tr>
<td>32801361</td>
<td>Applied Communications</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32801362</td>
<td>Advanced Communication Skills</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32804325</td>
<td>Applied Technical Math 1</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32804335</td>
<td>Advanced Technical Math</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32809380</td>
<td>Applied Interpersonal Skills</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32890305</td>
<td>Applied Information Resources</td>
<td>2 cr.</td>
</tr>
</tbody>
</table>

Occupational Supportive/General Studies Total 14 cr.

TOTAL PROGRAM REQUIREMENTS 57 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/machine-tooling-technics/gainful-employment This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>2019/2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of graduates</td>
</tr>
<tr>
<td>Number of responses</td>
</tr>
<tr>
<td>Number available for employment</td>
</tr>
<tr>
<td>Number employed</td>
</tr>
<tr>
<td>Percent employed</td>
</tr>
<tr>
<td>Employed in related field</td>
</tr>
<tr>
<td>% employed in WITC district</td>
</tr>
<tr>
<td>Range of yearly salary</td>
</tr>
<tr>
<td>Average yearly salary</td>
</tr>
</tbody>
</table>
Entry Level Machining
31-420-6 Technical Diploma (one-year)

Campus: New Richmond

Program Overview
Students will learn the machining skills required to set up and operate manual and computer-controlled machines. Students will learn to use hand tools, precision measuring instruments, read prints and create parts through manual programming and a computer-aided manufacturing system for CNC machine tools.

Special Features
Available as a part time evening cohort, with some Saturdays
This program is a pathway into the Machine Tooling Technics Technical Diploma (two year)

Admissions Requirements
• Complete application form and submit with fee (waiver may apply if previously submitted)
• Review and Sign Functional Abilities Disclosure
• Review and Sign Gainful Employment Disclosure

Program Outcomes
Entry Level Machining graduates will be able to:
• Apply basic safety practices in the machine shop
• Interpret industrial/engineering drawings
• Perform basic machine tool equipment set-up and operation
• Perform programming, set-up, and operation of CNC machine tools

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Graduates from the Entry Level Machining program will be ready to start their careers as:
• Machine Operator
• Machine Repair Person
• Machinist
• Maintenance Machinist
• Production Machinist
• Set-Up Machinist

Curriculum
<table>
<thead>
<tr>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Machine Shop Theory 1A</td>
<td>1 cr.</td>
</tr>
<tr>
<td>Machine Shop Theory 1B*</td>
<td>1 cr.</td>
</tr>
<tr>
<td>Machine Shop Theory 2A *</td>
<td>1 cr.</td>
</tr>
<tr>
<td>Machine Shop Theory 2B*</td>
<td>1 cr.</td>
</tr>
<tr>
<td>Applied Machine Tooling 1</td>
<td>4 cr.</td>
</tr>
<tr>
<td>Applied Machine Tooling 2 *</td>
<td>4 cr.</td>
</tr>
<tr>
<td>Print Reading for Machine Trades</td>
<td>1 cr.</td>
</tr>
<tr>
<td>Applied Machine Tooling 3 *</td>
<td>4 cr.</td>
</tr>
<tr>
<td>Applied Machine Tooling 4 *</td>
<td>4 cr.</td>
</tr>
<tr>
<td>CAD Basics</td>
<td>1 cr.</td>
</tr>
<tr>
<td>Mastercam A*</td>
<td>1 cr</td>
</tr>
<tr>
<td>Mastercam B*</td>
<td>1 cr</td>
</tr>
<tr>
<td>Occupational Specific Total</td>
<td>24 cr</td>
</tr>
</tbody>
</table>

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/entry-level-machining/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

| Number of graduates | 6 |
| Number of responses | 5 |
| Number available for employment | 5 |
| Number employed | 5 |
| Percent employed | 100% |
| Employed in related field | 4 |
| % employed in WITC district | 50% |
| Range of yearly salary | $39,666-$56,156 |
| Average yearly salary | $45,806 |
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

32420306
Machine Shop Theory 1 - Credits: 2
This course provides the student with knowledge in the areas of safety, speed and feed calculations, layout, cutting tools, and machine tool equipment. Also introduces and studies the more technical shop operations of threading, tapping, boring, carbide tooling, and principles of metal cutting. Principles of metal cutting include the machinability of metals and how it relates to chip formation. Students will study the makeup of carbide tooling, how carbide is affected by operating conditions, and various carbide characteristics, sizes, shapes, grades, and applications as identified by the American Standards Association. The content supports activities in Applied Machine Tooling 1 and 2.

32420307
Machine Shop Theory 2 - Credits: 2
This course is a continuation of Machine Shop Theory 1. This lecture-based course will use lecture, group work, and individual projects to introduce you to surface grinding, CNC theory, application, programming, and inspection procedures. PREREQUISITE: 32420306 Machine Shop Theory 1.

32420308
Applied Machine Tooling 1 - Credits: 4
This lab-based course will provide instruction in shop safety, measuring, print reading, and basic setup and operation of saws, mills, and lathes.

32420309
Applied Machine Tooling 2 - Credits: 4
This lab-based course will introduce the student to threading, boring, precision and taper turning, and inspection procedures using optical comparators and coordinate measuring machines. COREQUISITES: 32420308 Applied Machine Tooling 1 and 32420321 Print Reading for Machine Trades.

32420311
Materials for Machine Tooling Technics - Credits: 1
During this course students will learn the basic principles of metallurgy related to mechanical, physical, and chemical properties of materials used for Machine Tooling Technics. Materials covered will be steel, cast iron, aluminum, copper, and plastics. Lab activities will include hardening, tempering, and hardness testing. This course will give the student the ability to make material selections and perform problem solving for specific applications that they will encounter in industry.

32420321
Print Reading for Machine Trades - Credits: 1
This course will cover the basic principles of print reading. The emphasis is on interpreting standard lines and symbols in single- and multiple-view working drawings. Topics include print reading procedures, drawing changes, machining specifications, and the reading of prints in specialized areas including ANSI and ISO standards. Strongly recommend a basic understanding of mathematics concepts.

32420334
CAD/CAM Demo - Credits: 2
This course builds on CAD Basics and Mastercam with additional CAD drawing concepts and CAM projects. Students will learn Solidworks and Mastercam applications to complete their learning objectives.

32420336
Applied Machine Tooling 3 - Credits: 4
Students will further build their skills in machining and develop confidence in their ability to produce good workpieces. Students will continue to use the tools and procedures introduced in Machine Shop Theory 1. Students will also be introduced to surface grinding, coordinate measuring machine inspection, optical comparator, and CNC programming, setup, and machining. PREREQUISITES: 32420306 Machine Shop Theory 1 and 32420309 Applied Machine Tooling 2.

32420337
Applied Machine Tooling 4 - Credits: 4
This lab-based course further develops students’ skills in CNC vertical mill and CNC lathe setup, operation, and programming. Students will set up increasingly complex projects on both the CNC lathe and CNC vertical mill. Students will learn how to troubleshoot CNC setups, programs, and tooling variations. Students will also troubleshoot and run their own programs created in Machine Shop Theory 2 and Mastercam. Finally, students will complete surface grinding projects. COREQUISITES: 32420307 Machine Shop Theory 2 and 32420336 Applied Machine Tooling 3.

32420338
CAD Basics - Credits: 1
This course offers instruction on individual computer workstations in a computer lab. This computer-aided drafting (CAD) instruction uses SolidWorks software that is capable of creating 3D drawings. In this course you will spend a majority of the time creating 3D models and exploring the concepts of working in 3D space. Students will create complete and fully dimensioned 3-view part prints ready to be transferred to paper.

32420339
Mastercam - Credits: 2
This introductory course prepares students for using Computer Aided Machining (CAM) software to create CNC machining programs. This CAM instruction utilizes Mastercam software that is capable of creating 2D and 3D wire drawings, from which toolpaths to machine part features can be generated. Students will complete a variety of exercises before working on 2D machining projects. Students will create complete CNC process projects including drawings, toolpaths, CNC code, and all setup sheets and diagrams. These projects will be shop ready for machining. PREREQUISITE: 32420338 CAD Basics.

32420357
Advanced Machining Concepts - Credits: 1
In this course students will learn about advanced CNC programming and setup techniques, electrical discharge machining, and advanced inspection techniques.

32420370
Machine Tooling Technics 1 - Credits: 4
In this course learners will learn to set up, program, and run CNC mills, lathes, and EDM equipment. Learners will continue to build competencies in surface grinding, tool and cutter grinding, and manual milling. Learners will create, program, and run CNC programs with helical interpolation, subroutines, cutter compensation, and multiple fixture offsets. Learners will practice final grinding and fitting operations. COREQUISITES: 32420370 Machine Tooling Technics 1.

32420371
Machine Tooling Technics 2 - Credits: 4
In this course learners will build upon their machining skills using CNC mills, lathes, and EDM equipment. Learners will continue to build competencies in surface grinding, tool and cutter grinding, and manual milling. Learners will create, program, and run CNC programs with helical interpolation, subroutines, cutter compensation, and multiple fixture offsets. Learners will practice final grinding and fitting operations. COREQUISITES: 32420370 Machine Tooling Technics 1.

32420372
Machine Tooling Technics 3 (WBL) - Credits: 5
In this course, the learner will build and polish one plastic injection mold. Learners will do several projects to gain competency, which will include electrical discharge machining, tool and cutter grinding, and a project that requires problem solving set-up problems. A work-based learning component will be completed by each individual; you will contact a manufacturer to get a job that you will bring back to the campus lab and complete the work as directed by the manufacturer and your instructor. Learners will gain additional skills in the operation of basic and advanced machine tools in the areas of milling, drilling, boring, reaming, grinding, CNC milling, and EDMing operations. PREREQUISITES: 32420321 Print Reading for Machine Trades, 32420371 Machine Tooling Technics 2, and COREQUISITE: 32420391 Toolmaking Theory.

32420391
Toolmaking Theory - Credits: 2
This course provides the classroom instruction that supports shop activities in semester four of the Machine Tooling Technics program. It is a lecture course that addresses the technology of various types of plastic injection mold dies. Major emphasis will be placed on the theory, design, and building of plastic injection molds. Small group activities will be utilized to enhance student learning.
## Welding Pathway

**You could take this first and get a credential.**

<table>
<thead>
<tr>
<th>Shielded Metal Arc (SMAW)</th>
<th>Potential Careers</th>
<th>Gas Metal Arc Welding (GMAW)</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Diploma</td>
<td>Production Welding, Welder Helper</td>
<td>Technical Diploma</td>
<td>Production Welder, Welder Helper</td>
</tr>
<tr>
<td>7 Credits / Less Than 1 Year Part Time</td>
<td></td>
<td>7 Credits / Less Than 1 Year Part Time</td>
<td></td>
</tr>
</tbody>
</table>

**Potential Careers**
- Production Welding
- Welder Helper

**Range of Yearly Salary**
- $22,878-$39,288

Salary information is from WTCS

**You could take this first and get a credential.**

<table>
<thead>
<tr>
<th>Flux Cored Arc Welding (FCAW)</th>
<th>Potential Careers</th>
<th>Gas Tungsten Arc Welding (GTAW)</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Diploma</td>
<td>Production Welder, Welder Helper</td>
<td>Technical Diploma</td>
<td>Production Welder, Welder Helper</td>
</tr>
<tr>
<td>6 Credits / Less than 1 Year Part Time</td>
<td></td>
<td>6 Credits / Less than 1 Year Part Time</td>
<td></td>
</tr>
</tbody>
</table>

**Potential Careers**
- Production Welder
- Welder Helper

**Range of Yearly Salary**
- $37,437-$56,156

Salary information is from WTCS

**Continue your education to obtain this technical diploma.**

<table>
<thead>
<tr>
<th>Welding/Maintenance and Fabrication</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Diploma</td>
<td>Production Welding, Welder / Fitter, Flame Cutter / Machine Operator</td>
</tr>
<tr>
<td>14 Credits / Less Than 1 Year Part Time</td>
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</tbody>
</table>

**Continue your education to obtain this technical diploma.**

<table>
<thead>
<tr>
<th>Welding</th>
<th>Potential Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Diploma</td>
<td>Production Welder, Construction Welding, Maintenance Welding, Welding Machine Operator</td>
</tr>
<tr>
<td>34 Credits / 1 Year Full Time</td>
<td></td>
</tr>
</tbody>
</table>

**Range of Yearly Salary**
- $24,958-$91,331 annually

**Continue your education to obtain a bachelor’s degree.**

**BEYOND WITC**

<table>
<thead>
<tr>
<th>Bachelor’s Degree</th>
<th>Important Notes on Transferring:</th>
</tr>
</thead>
<tbody>
<tr>
<td>UW-Stout</td>
<td>Check out witc.edu/transfer for details on specific agreements listed</td>
</tr>
</tbody>
</table>

- The college listed has developed a Technical Diploma to Bachelor Degree Articulation Agreement with WITC

- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities

- Transferology, www.transferology.com, or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process
Welding
31-442-1 Technical Diploma (one-year)

Campuses: Ashland, New Richmond, Rice Lake, Superior

Program Overview
The Welding program teaches safety during all aspects of welding and cutting. Safety is the most important aspect of proper workmanship. Next, you will be taught the science and art of cutting, fabricating and welding using the latest equipment and technologies. Most entry-level welders can expect to be employed full time with full fringe benefits. Their duties can include fabricating parts and assemblies by reading blueprints, codes, specifications, weld symbols and drawings. Beginners can assist with material preparation, tack up, fitting and finally welding when you prove your ability in the workplace. The work can be physically demanding. Welding requires good manual dexterity and hand-eye coordination. Other essential employability skills include paying attention to details, working well with others in teams, having good communication skills, a positive attitude, excellent attendance and punctuality, and a good work ethic. Manual, semi-automatic and robotic welding will all continue to enjoy strong demand for the foreseeable future.

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Review and sign Functional Abilities Disclosure
• Review and Sign Gainful Employment Disclosure
• Complete admissions meeting with a WITC counselor

Program Outcomes
Welding graduates will be able to:
• Demonstrate industry-recognized safety practices
• Interpret welding drawings
• Produce shielded metal arc welds (SMAW)
• Produce gas metal arc welds (GMAW)
• Produce flux core welds
• Produce gas tungsten arc welds (GTAW)
• Perform cutting operations

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Production Welder
• Construction Welder
• Maintenance Welder
• Welder/Fitter
• Welder Helper
• Welding Machine Operator
• Flame Cutter/Machine Operator

Curriculum

<table>
<thead>
<tr>
<th>Number Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Occupational Specific Courses</td>
<td></td>
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<tr>
<td>31442321 Print Reading - Welding Trades</td>
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</tr>
<tr>
<td>31442325 Welding Fabrication/Production (WBL)</td>
<td>3 cr.</td>
</tr>
<tr>
<td>31442370 Gas Metal Arc Welding 1</td>
<td>3 cr.</td>
</tr>
<tr>
<td>31442371 Gas Metal Arc Welding 2</td>
<td>2 cr.</td>
</tr>
<tr>
<td>31442372 Gas Metal Arc Welding 3</td>
<td>1 cr.</td>
</tr>
<tr>
<td>31442373 Shielded Metal Arc Welding 1</td>
<td>3 cr.</td>
</tr>
<tr>
<td>31442374 Shielded Metal Arc Welding 2</td>
<td>2 cr.</td>
</tr>
<tr>
<td>31442375 Shielded Metal Arc Welding 3</td>
<td>2 cr.</td>
</tr>
<tr>
<td>31442376 Oxyfuel and Arc Cutting Processes</td>
<td>2 cr.</td>
</tr>
<tr>
<td>31442377 Flux Cored Arc Welding 1</td>
<td>1 cr.</td>
</tr>
<tr>
<td>31442378 Flux Cored Arc Welding 2</td>
<td>2 cr.</td>
</tr>
<tr>
<td>31442379 Gas Tungsten Arc Welding 1</td>
<td>2 cr.</td>
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<td>31442380 Gas Tungsten Arc Welding 2</td>
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<tr>
<td>Occupational Specific Total</td>
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<tr>
<td>Occupational Supportive/General Studies Courses</td>
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<tr>
<td>32801361 Applied Communications</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32804303 Applied Math</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32809380 Applied Interpersonal Skills</td>
<td>2 cr.</td>
</tr>
<tr>
<td>Occupational Supportive/General Studies Total</td>
<td>6 cr.</td>
</tr>
<tr>
<td>PROGRAM REQUIREMENTS</td>
<td>34 cr.</td>
</tr>
</tbody>
</table>

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/welding/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

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<td>Number employed</td>
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<tr>
<td>% employed in WITC district</td>
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</tr>
<tr>
<td>Range of yearly salary</td>
</tr>
<tr>
<td>% employed in WITC district</td>
</tr>
</tbody>
</table>

career vision

WIC 2019/2020

WIC 2019/2020
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>31442321</td>
<td>Print Reading - Welding Trades</td>
<td>2</td>
<td>Orthographic projection, sketching, dimensioning, section and auxiliary views, structural shape identification, weld symbols, welding symbol nomenclature, welded joint geometry, metric conversion, and interpretation of fabrications from prints.</td>
</tr>
<tr>
<td>31442325</td>
<td>Welding Fabrication/Production (WBL)</td>
<td>3</td>
<td>This course introduces the student to the basics of metal fabrication including the use of layout tools and principles, and blueprint interpretation. Also, weldment fit-up, tacking, distortion, and flame straightening are covered. The use of shears, drilling, tapping, painting, and CNC cutting equipment for fabrication purposes is also covered. PREREQUISITES: 31442321 Print Reading - Welding Trades, 31442370 Gas Metal Arc Welding 1, 31442373 Shielded Metal Arc Welding 1, 31442374 Shielded Metal Arc Welding 2, 31442376 Oxyfuel and Arc Cutting Processes, and COREQUISITE: 31442375 Shielded Metal Arc Welding 3.</td>
</tr>
<tr>
<td>31442370</td>
<td>Gas Metal Arc Welding 1</td>
<td>3</td>
<td>This course introduces the student to the basics of GMAW welding operations. It includes the study of the type of metals and equipment utilized in welding. The instruction emphasizes accepted applications in butting and joining metals utilizing standard industry techniques.</td>
</tr>
<tr>
<td>31442371</td>
<td>Gas Metal Arc Welding 2</td>
<td>2</td>
<td>This course introduces the student to the next level of GMAW welding operations. It includes the study of the type of metals and equipment utilized in welding. The instruction emphasizes accepted applications in butting and joining metals utilizing standard industry techniques. COREQUISITE: 31442370 Gas Metal Arc Welding 1.</td>
</tr>
<tr>
<td>31442372</td>
<td>Gas Metal Arc Welding 3</td>
<td>1</td>
<td>This course introduces the student to an advanced level of GMAW welding operations. It includes the study of the type of metals and equipment utilized in welding. The instruction emphasizes accepted applications in butting and joining metals utilizing standard industry techniques. COREQUISITE: 31442371 Gas Metal Arc Welding 2.</td>
</tr>
<tr>
<td>31442373</td>
<td>Shielded Metal Arc Welding 1</td>
<td>3</td>
<td>This course introduces the student to the basics of SMAW welding. It includes the study of the type of metals and equipment utilized when welding. The instruction emphasizes accepted applications in butting and joining metals utilizing standard welding techniques.</td>
</tr>
<tr>
<td>31442374</td>
<td>Shielded Metal Arc Welding 2</td>
<td>2</td>
<td>This course introduces the student to the next level of SMAW welding. It includes the study of the type of metals and equipment utilized when welding. The instruction emphasizes accepted applications in butting and joining metals utilizing standard welding techniques. COREQUISITE: 31442373 Shielded Metal Arc Welding 1.</td>
</tr>
<tr>
<td>31442375</td>
<td>Shielded Metal Arc Welding 3</td>
<td>2</td>
<td>This course introduces the student to an advanced level of SMAW welding. It includes the study of the type of metals and equipment utilized in SMAW welding. The instruction emphasizes accepted applications in butting and joining metals utilizing standard welding techniques. COREQUISITE: 31442374 Shielded Metal Arc Welding 2.</td>
</tr>
<tr>
<td>31442376</td>
<td>Oxyfuel and Arc Cutting Processes</td>
<td>2</td>
<td>This course introduces the student to the basics of cutting and gouging operations. It includes the study of the common processes, techniques, and equipment utilized when cutting and gouging. The instruction emphasizes accepted applications in the use of carbon steel, stainless steel, and aluminum.</td>
</tr>
<tr>
<td>31442377</td>
<td>Flux Cored Arc Welding 1</td>
<td>2</td>
<td>This course introduces the student to the basics of FCAW welding operations. It includes the study of the type of metals and equipment utilized in welding. The instruction emphasizes accepted applications in butting and joining metals utilizing standard industry techniques.</td>
</tr>
<tr>
<td>31442378</td>
<td>Flux Cored Arc Welding 2</td>
<td>2</td>
<td>This course introduces the student to the next level of FCAW welding operations. It includes the study of the type of metals and equipment utilized in welding. The instruction emphasizes accepted applications in butting and joining metals utilizing standard industry techniques. COREQUISITE: 31442377 Flux Cored Arc Welding 1.</td>
</tr>
<tr>
<td>31442379</td>
<td>Gas Tungsten Arc Welding 1</td>
<td>2</td>
<td>This course introduces the student to the basics of GTAW welding operations. It includes the study of the type of metals and equipment utilized in welding. The instruction emphasizes accepted applications in butting and joining metals utilizing standard industry techniques.</td>
</tr>
<tr>
<td>31442380</td>
<td>Gas Tungsten Arc Welding 2</td>
<td>2</td>
<td>This course introduces the student to the next level of GTAW welding operations. It includes the study of the type of metals and equipment utilized in welding. The instruction emphasizes accepted applications in butting and joining metals utilizing the standard industry techniques. COREQUISITE: 31442379 Gas Tungsten Arc Welding 1.</td>
</tr>
</tbody>
</table>
Transportation, Distribution and Logistics

Advanced Marine Repair Technician ........... 223
Automotive Technician .......................... 225
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Power Sports Technician .......................... 233
Truck Driving ....................................... 235
Individualized Technical Studies ............... 236
Technical Studies - Journeyworker ............. 237
Advanced Marine Repair Technician
17-461-1 Technical Certificate

Campus: Ashland

Overview
Diagnostics and the repair of outboard motors, inboard engines, marine transmissions, along with sterndrive units will be examples of coursework designed within this advanced certificate. Students are encouraged to adhere to projects which will increase their level of expertise as a qualified Marine Repair Technician. This certificate is designed to adapt to specific student interests in combination with the advance technological changes taking place within the marine industry.

Special Features
This certificate is unique in the state.
Prerequisite requirements for this certificate must be met. This certificate has the ability to be adapted to unique interests in the marine repair field.

Outcomes
The Advanced Marine Repair Technician Certificate will prepare you to:
• Adhere to project completion deadlines
• Follow proper repair instructions
• Complete projects that meet professional standards
• Complete project work as intended
• Be able to have an in-depth knowledge related to select product-specific training

Career Outlook
Completing this certificate will prepare you to begin your career as a marine repair technician and be able to complete advanced repairs such as (depending on selected learning activities):
• Diagnose and repair outboard motors
• Diagnose and repair sterndrive and inboard engines
• Repair marine transmissions and sterndrive units

Related Program
• Marine Repair Technician

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>31461344</td>
<td>Advanced Marine Engine Rebuilding *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>31461345</td>
<td>Advanced Marine Engine Systems *</td>
<td>3 cr.</td>
</tr>
</tbody>
</table>

CERTIFICATE REQUIREMENTS
6 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.

Course Descriptions

31461344
Advanced Marine Engine Rebuilding - Credits: 3
This course is designed to study in detail the process of rebuilding a marine engine or its related major components. The student will choose and provide a major project(s) and rebuild it to the manufacturer’s specifications. The student will have to provide the instructor with a list of project(s) and the time estimated for their completion. The instructor will need to approve the project(s) and will guide the student as to the feasibility of completion. The estimated hours of completion will equal 3 credit hours (96 hours of time). The instructor will offer guidance to assure the students success in completion of the project. Lab work will need to be completed during the open time of the marine lab. PREREQUISITE: Successful completion of the Marine Repair Technician program.

31461345
Advanced Marine Engine Systems - Credits: 3
This course is designed to improve the student’s knowledge of specific manufacturers’ operation systems. The student will be able to complete additional manufacture training programs. There may be an additional cost to the student for some of these programs. Also the student will select areas of interest to study in detail, and provide training to program students and the public. Student to submit an outline of work to be completed that equals the number of credit hours of the course. Lab work will need to be completed during the open time of the marine lab. PREREQUISITE: Successful completion of the Marine Repair Technician program.
Automotive Technician Pathway

You could take this first and get a credential.

**Automotive Maintenance and Light Repair Technician**

Technical Diploma

11 Credits / 1 Semester

Potential Careers

Lube Technician, Automotive Maintenance and Light Repair Technician, Quick Service Technician

Range of Yearly Salary

$20,155-$30,555 annually

**Automotive Service Technician**

Technical Diploma

29 Credits / One Year / 2 Semesters Full Time

Potential Careers

Automotive Service Technician, Drivability Technician, Brake Technician, Suspension and Alignment Technician, Quick Service Technician, Lube Technician

Range of Yearly Salary

$25,998-$38,955* annually

*Range of yearly salary based on composite from Wisconsin's 16 technical college districts (WTCS) which may or may not include WITC graduates.

Continue your education to obtain this technical diploma.

**Automotive Technician**

Technical Diploma

55 Credits / Two Years Full Time

Potential Careers

Brake Technician, Air Conditioning Technician, Auto Transmission Technician, Automotive Electrical Technician, Service Writer, Drive Train Technician, Suspension and Alignment Technician, Drivability Technician, Automotive Technician

Range of Yearly Salary

$18,199-$83,194* annually

*The information below is based on graduates' responses from the following technical colleges within the Wisconsin Technical College System (WTCS) for 32-404-2 Automotive Technician: Western, Southwest Wisconsin, Madison Area, Blackhawk, Moraine Park, Fox Valley, Mid-State, Northcentral, Nicolet Area, Chippewa Valley, Northeast Wisconsin, Lakeshore and Gateway Technical College

Continue your education to obtain a bachelor’s degree.

**BEYOND WITC**

**Bachelor’s Degree**

UW-Stout

Important Notes on Transferring:

- Check out witc.edu/transfer for details on specific agreements listed
- The college listed has developed a Technical Diploma to Bachelor Degree Articulation Agreement with WITC
- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities
- Transferology, www.transferology.com, or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process
Program Overview
With an emphasis on hands-on experience, in the Automotive Technician program you’ll learn essential service techniques including testing, repairing and rebuilding of basic automotive systems. Coursework will prepare you to diagnose and repair concerns in engines, drivetrains, brakes, electrical systems, steering, suspension, transmission systems as well as basic diesel, hybrid and alternative systems.

Program Outcomes
Automotive Technician graduates will be able to:
- Demonstrate professionalism appropriate for the auto service industry
- Perform diagnosis, service, and repair of automotive internal combustion engines
- Perform diagnosis, service, and repair of automotive manual drive train and axles systems
- Perform diagnosis, service, and repair of automotive steering and suspension systems
- Perform diagnosis, service, and repair of automotive brake systems
- Perform diagnosis, service, and repair of automotive electrical & electronic systems
- Perform diagnosis, service, and repair of automotive heating and air conditioning systems
- Perform diagnosis, service, and repair of automotive engine performance systems

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
- Brake Technician
- Air Conditioning Technician
- Auto Transmission Technician
- Automotive Electrical Technician
- Service Writer
- Drive Train Technician
- Suspension and Alignment Technician
- Drivability Technician
- Automotive Technician

Admission Requirements
- Complete application form and submit with fee (fee waiver may apply if previously submitted)
- Review and Sign Functional Abilities Disclosure
- Review and Sign Gainful Employment Disclosure
- Complete admissions meeting with a WITC counselor

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/automotive-technician/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)
The information below is based on graduates’ responses from the following technical colleges within the Wisconsin Technical College System (WTCS) for 32-404-2 Automotive Technician: Western, Southwest Wisconsin, Madison Area, Blackhawk, Moraine Park, Fox Valley, Mid-State, Northcentral, Nicolet Area, Chippewa Valley, Northeast Wisconsin, Lakeshore and Gateway Technical College

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>Number employed</th>
<th>% employed in WITC district</th>
<th>Range of yearly salary</th>
<th>Average yearly salary</th>
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<tbody>
<tr>
<td>115</td>
<td>59</td>
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<td>$18,199-$83,194</td>
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<tr>
<td>61</td>
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</table>

Number available for employment

2019/2020
Automotive Service Technician
31-404-2 Technical Diploma (one-year)

Campus: Superior

Program Overview
The nine-month program is designed to provide you with skills necessary for entry-level automotive industry positions. You will learn automotive maintenance, repair and diagnosis. As an Automotive Service Technician, you may work on a variety of cars and light trucks or specialize in specific automobile brands or types, depending on your place of employment. A career in automotive service and repair offers a variety in day-to-day work, along with the sense of a job well done when returning a repaired vehicle to its owner.

Special Feature
This program has received certification by the National Automotive Technicians Education Foundation (NATEF) and the National Institute for Automotive Service Excellence (ASE). See their Web sites at www.natef.org and www.ase.com.

The Automotive programs at Wisconsin Indianhead Technical College have adopted new certification(s) established by The National Coalition of Certifications (NC3). NC3 was established to address the need for strong industry partnerships with educational institutions in order to develop, implement, and sustain industry-recognized certifications that have strong validation and assessment standards.

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Review and Sign Functional Abilities Disclosure
• Review and Sign Gainful Employment Disclosure
• Complete admissions meeting with a WITC counselor

Program Outcomes
Automotive Service Technician graduates will be able to:
• Demonstrate professionalism appropriate for the auto service industry
• Perform maintenance and light repair of automotive brake systems
• Perform maintenance and light repair of automotive electrical & electronic systems
• Perform maintenance and light repair of automotive steering and suspension systems

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Automotive Service Technician
• Drivability Technician
• Brake Technician
• Suspension and Alignment Technician
• Quick Service Technician
• Lube Technician
• Auto Service Writer
• Automotive Parts Technician

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/automotive-service-technician/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information (WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>Number employed</th>
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</tr>
</thead>
<tbody>
<tr>
<td>6</td>
<td>5</td>
<td>33%</td>
</tr>
</tbody>
</table>

Range of yearly salary $25,998-$38,955*
Average yearly salary $32,477*

*Range of yearly salary and average yearly salary based on composite from Wisconsin's 16 technical college districts (WTCS) which may or may not include WITC graduates.

2019/2020
Automotive Fundamentals - Credits: 2
This course is an introduction to the automotive field. Career opportunities together with employer expectations will be discussed. Students will begin to use required safety practices for both general lab activities and when operating equipment. Vehicle maintenance inspections together with light repairs will take place.

DC Automotive Electrical - Credits: 2
This course will introduce students to Ohm's law, electrical fundamentals, magnetism, and series and parallel circuits. Further studies will include automobile wiring diagrams, electrical test equipment, and basic troubleshooting.

Electrical Systems - Credits: 3
This course introduces battery, starting, and charging systems; theory of operation; diagnostic techniques; and servicing procedures. This course also includes exterior lighting systems; diagnostics and repair procedures. Wiring diagrams will be used and emphasized throughout the course. COREQUISITE: 32404375 Automotive Fundamentals.

Engine Repair - Credits: 4
This course is designed to provide the student with the skills needed to diagnose, service, and repair internal combustion engines found on late model vehicles. Emphasis is placed on in-vehicle systems repairs including: lubrication systems, valve timing, leak diagnosis and repair, engine noise & failure diagnosis, cylinder head replacement, and intake systems. COREQUISITE: 32404375 Automotive Fundamentals.

Suspension and Alignment - Credits: 3
This course introduces steering system types, suspension geometry, troubleshooting procedures, and repair of suspensions including both two- and four-wheel alignments. PREREQUISITE: 32404375 Automotive Fundamentals.

Automotive Brake Systems - Credits: 3
This course introduces students to automotive braking systems, troubleshooting procedures, and repair of brake systems to include manual, power, and anti-lock types. PREREQUISITE: 32404375 Automotive Fundamentals.

Engine Performance - Credits: 3
This course is designed to develop the skills needed to diagnose, service, and repair powertrain control, fuel and ignition systems. Emphasis is placed on diagnostic procedures and the problem-solving techniques associated with automotive engine performance and drivability. PREREQUISITE: 32404375 Automotive Fundamentals.

Body Electrical Systems - Credits: 3
This course is an introduction to automotive body electrical systems. Students will learn about various body electrical components and how to diagnose and repair body electrical systems. PREREQUISITES: 32404375 Automotive Fundamentals and 32404376 DC Automotive Electrical.

Automatic Transmissions - Credits: 4
This course includes the principles of construction and operation of automatic transmissions and transaxles. Diagnosis and repair of front-, rear-, and four-wheel drive transmissions will be covered. PREREQUISITE: 32404375 Automotive Fundamentals.

Manual Drive Trains - Credits: 3
This course introduces the operation and repair of manual transmissions, transaxles, drivelines, differential assemblies, and transfer cases. PREREQUISITE: 32404375 Automotive Fundamentals.

Air Conditioning and Heating Systems (WBL) - Credits: 3
This course introduces automotive air conditioning and heating systems. Theory of operation, diagnostic techniques, and servicing of heating and air conditioning systems will be covered. PREREQUISITES: 32404375 Automotive Fundamentals and 32404376 DC Automotive Electrical.

Advanced Body Electrical Systems - Credits: 3
Expands on learner's skills in diagnosing and repairing electrical and electronic systems. Emphasizing their knowledge of proper diagnostic routines, learners performs and evaluates testing and repairs on electrical and electronic accessories, controls, and sensors related to body electrical systems. Can and Bus networking systems will also be part of this course. PREREQUISITE: 32404382 Body Electrical Systems.
Diesel Equipment Technician
32-412-4 Technical Diploma (two-year)

Campus: New Richmond

Program Overview
This program prepares students to service and repair diesel trucks, and diesel-powered agricultural and industrial equipment. This hands-on program covers diesel engines, power trains, electrical/electronic systems, chassis systems, brakes, and hydraulics of these types of equipment. Students learn the latest technology used in the industry. Using an interdisciplinary approach, the curriculum draws from welding and general studies providing a solid background for entry into the field through applied, general, and specific industry skills training.

Special Features
Diesel Equipment Technician and Agricultural Power and Equipment Technician have a common first year
Second year students will have most of their courses at a local trucking company in Hammond, WI.

Admission Requirements
• Complete application form and submit with fee (fee waiver may apply if previously submitted)
• Review and Sign Functional Abilities Disclosure
• Review and Sign Gainful Employment Disclosure
• Complete admissions meeting with a WITC counselor

Program Outcomes
Diesel Equipment Technician graduates will be able to:
• Diagnose major systems in diesel industry
• Repair major systems in diesel industry
• Service major systems in diesel industry
• Practice personal and professional work habits
• Document complaint, cause and correction

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
• Diesel Equipment Technician
• Fleet Maintenance Technician
• Equipment Mechanic
• Equipment Technician

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
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<tbody>
<tr>
<td>32070326</td>
<td>Basic Engines</td>
<td>5 cr.</td>
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<tr>
<td>32070337</td>
<td>12-Volt Electrical Theory*## or 1 cr.</td>
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</tr>
<tr>
<td>32404376</td>
<td>DC Automotive Electrical#</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32070338</td>
<td>Diesel Engine Theory*</td>
<td>1 cr.</td>
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<tr>
<td>32070339</td>
<td>Mobile Hydraulics Theory*</td>
<td>1 cr.</td>
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<tr>
<td>32070360</td>
<td>12-Volt Electrical*## or</td>
<td>4 cr.</td>
</tr>
<tr>
<td>32404377</td>
<td>Electrical Systems*#</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32070361</td>
<td>Advanced Engines*</td>
<td>5 cr.</td>
</tr>
<tr>
<td>32070365</td>
<td>Mobile Hydraulics*</td>
<td>5 cr.</td>
</tr>
<tr>
<td>32070366</td>
<td>Advanced 12-Volt Electrical*</td>
<td>5 cr.</td>
</tr>
<tr>
<td>32070369</td>
<td>Mobile HVAC for Heavy Equipment</td>
<td>1 cr.</td>
</tr>
<tr>
<td>32412300</td>
<td>Diesel Heavy Truck &amp; Forklift Familiarization</td>
<td>1 cr.</td>
</tr>
<tr>
<td>32412301</td>
<td>Diesel Safety and Industry Practices</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32412302</td>
<td>Diesel Truck Brake Systems</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32412303</td>
<td>Diesel Truck Chassis Systems</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32412304</td>
<td>Diesel Truck Powertrains</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32412305</td>
<td>Diesel Preventive Maintenance</td>
<td>1 cr.</td>
</tr>
<tr>
<td>32412306</td>
<td>Alternative Fuels</td>
<td>1 cr.</td>
</tr>
<tr>
<td>32412307</td>
<td>Diesel Inspection</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32412308</td>
<td>Diesel Live Repair</td>
<td>3 cr.</td>
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<tr>
<td>32443307</td>
<td>Welding for Mechanics</td>
<td>2 cr.</td>
</tr>
</tbody>
</table>

Occupational Specific Total 49 cr.

Occupational Supportive/General Studies Courses**

| 32801361  | Applied Communications       | 2 cr.         |
| 32804303  | Applied Math                 | 2 cr.         |
| 32809380  | Applied Interpersonal Skills | 2 cr.         |
| 32890305  | Applied Information Resources| 2 cr.         |

Occupational Supportive/General Studies Total 8 cr.

PROGRAM REQUIREMENTS 57 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.
# Courses available at the Superior Campus
## Courses available at the New Richmond Campus

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/diesel-equipment-technician/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
Diesel Equipment Technician is a new WITC program. No graduate follow-up information is currently available.

2019/2020
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

32070326
Basic Engines - Credits: 5
This course will provide the learner with an in depth look at how internal combustion engines operate. The learner will be able to identify, measure, and inspect parts of the internal combustion engine, with diesel engines used in agriculture machinery the main area of focus. 32070321 Diesel Safety and Industry Practices.

32070337
12 - Volt Electrical Theory - Credits: 1
This course is designed for the learner to understand basic 12-volt electrical circuits, wiring diagrams, starting, charging, and lighting. systems Classroom trainers will be used to apply electrical theory. Using hands-on activities, this course will help the learner to better understand basic 12-volt electrical systems. PREREQUISITE: 32412301 Advanced 12 - Volt Electrical and COREQUISITE: 32070326 Basic Engines.

32070339
Mobile Hydraulics Theory - Credits: 1
This course will provide a practical understanding of mobile hydraulic components. Their design, application, operation and maintenance will be studied. A hydraulic training bench will be used in the classroom. PREREQUISITE: 32070326 Advanced 12 - Volt Electrical.

32070360
12 - Volt Electrical - Credits: 4
This course is designed to study the construction, operation, adjustments, and repairs of electrical components used in tractors and farm implements. Classroom and lab activities will include reading and interpreting wiring diagrams, troubleshooting electrical circuits, and performing repairs on alternators, generators, starters, and regulators. Monitors are also included in this course. PREREQUISITE: 32412301 Diesel Safety and Industry Practices and COREQUISITE: 32070337 12 - Volt Electrical Theory.

32070361
Advanced Engines - Credits: 5
This course provides the student with both a theoretical and practical background in the basic operation and rebuilding principles of diesel engines. The course includes practical experience in rebuilding, testing, troubleshooting, and tuning diesel engines. Additionally, the student will gain experience in the proper use of tools and equipment. If prerequisite courses have not been completed, the student must have consent of the instructor to enroll. COREQUISITES: 32070326 Basic Engines and 32070336 Mobile Hydraulics.

32070365
Mobile Hydraulics - Credits: 5
This course will provide a broad, general, and practical coverage of fluid power components and their design, application, operation, and maintenance. You will learn hydraulics operation by studying manufacturers’ service manuals as well as a prepared test lab projects will allow hands-on training. PREREQUISITE: 32070367 Advanced 12 - Volt Electrical and COREQUISITE: 32070339 Mobile Hydraulics Theory.

32070367
Advanced 12 - Volt Electrical - Credits: 5
This is an advanced electrical course to meet the demands of today’s newer equipment. Learners will receive training on electronic service tools, pulse width modulation solenoids, can bus controllers, and terminator networks. Additional topics will include yield monitors and auto guidance systems. COREQUISITES: 32070337 12 - Volt Electrical Theory and 32070360 12 - Volt Electrical or COREQUISITES: 32404376 DC Automotive Electrical and 32404377 Electrical Systems.

32070369
Mobile HVAC for Heavy Equipment - Credits: 1
Mobile HVAC for heavy equipment will teach the learner the basics of air conditioning systems. Air conditioning fundamentals will be learned along with proper servicing procedures and air conditioning equipment used. In depth study of air conditioning systems from older agricultural equipment will be looked at, along with study of new auto temperature control systems. EPA environmental laws pertaining to mobile air conditioning will be examined.

32404376
DC Automotive Electrical - Credits: 2
This course will introduce students to Ohm’s law, electrical fundamentals, magnetism, and series and parallel circuits. Further studies will include automobile wiring diagrams, electrical test equipment, and basic troubleshooting.

32404377
Electrical Systems - Credits: 3
This course introduces battery, starting, and charging systems; theory of operation; diagnostic techniques; and servicing procedures. This course also includes exterior lighting systems; diagnostics and repair procedures. Wiring diagrams will be used and emphasized throughout the course. COREQUISITE: 32404376 DC Automotive Electrical.

32412300
Diesel Heavy Truck & Forklift Familiarization - Credits: 1
This course will familiarize the student with heavy truck operation, coupling, and uncoupling trailers, and forklift operation.

32412301
Diesel Safety and Industry Practices - Credits: 2
This course will introduce students to the safety and legal requirements and common shop practices of the diesel and heavy equipment industry. Personal safety as well as overall shop/job site safety will be emphasized while students learn to operate shop equipment and learn basic repair techniques common to all aspects of the diesel industry. Skills learned in this course will be directly applied throughout the diesel equipment technician program.

32412302
Diesel Truck Brake Systems - Credits: 3
This course is a practical study in performing diagnosis and repair of heavy truck braking systems.

32412303
Diesel Truck Chassis Systems - Credits: 3
This course is a practical study in performing diagnosis and repair of heavy truck chassis systems and components.

32412304
Diesel Truck Powertrains - Credits: 3
This course is a practical study in performing diagnosis and repair of heavy truck transmissions, differentials, and drivelines.

32412305
Diesel Preventive Maintenance - Credits: 1
This course is a practical study in performing heavy truck preventive maintenance inspections as well as Department of Transportation annual vehicle inspections.

32412306
Alternative Fuels - Credits: 1
A practical study of the theories and procedures for the operation and preventive maintenance of non-traditional fuels and systems.

32412307
Diesel Inspection - Credits: 2
This course is a practical study of performing preventive maintenance inspections on diesel trucks and equipment. Student will learn what defects to inspect for and how to follow a preventive maintenance schedule to prevent costly repairs and unsafe conditions.

32412308
Diesel Live Repair - Credits: 3
This course is designed to familiarize the student with the procedures involved in the repair of on and off highway equipment. Hands-on experience will be gained through the repair of medium and heavy duty diesel trucks. The type of equipment varies and must meet the needs of the students and programs.

32442307
Welding for Mechanics - Credits: 2
Instruction in safe setup and operation of plasma cutting (PAC), oxy-fuel cutting (OFC), SMAW (Stick), GMAW (Mig), FCAW, and/ or GTAW (Tig) welding in applications related to general industry practices. Selection of appropriate welding processes with a specific emphasis on typical repair situations including metal identification will be stressed.
# Marine Repair Technician Pathway

## You could take this first and get a credential.

### Marine Repair Essentials
- **Pathway Certificate**
- **14 Credits / 1 Semester Full Time**

### Potential Careers
- Outboard Motor Technician, Marine Service Technician, Marine Mechanic, Small Engine Technician, Dock Attendant/Dock Hand, Marine Fuel Dock Attendant

## Continue your education to obtain this technical diploma.

### Marine Repair Technician
- **Technical Diploma**
- **41 Credits / 3 Semesters Full Time**

### Potential Careers
- Inboard Engine Technician, Outboard Motor Technician, Boat Rigging Technician, Electronic Equipment Installation Technician, Marine Sales Representative, Marine Service Technician, Marine Service Supervisor

## Continue your education to obtain a bachelor’s degree.

### BEYOND WITC

#### Bachelor’s Degree
- **UW-Stout**

### Important Notes on Transferring:
- Check out witc.edu/transfer for details on specific agreements listed
- The college listed has developed a Technical Diploma to Bachelor Degree Articulation Agreement with WITC
- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities
- Transferology, www.transferology.com, or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process
**Marine Repair Technician**

**31-461-4 Technical Diploma (three semesters)**

**Campus: Ashland**

**Program Overview**

The program includes instruction on marine engine service, operation, diagnosis, repair, equipment installation, maintenance and rigging new boats. Learn all about two- and four-stroke outboard motors, inboard marine engines, electronic fuel injection, direct injection, outdrives and inboard transmissions. Rig motors on boats and complete on the water tests of the boats. Learn on modern engines from manufactures such as Mercury Marine, Evinrude, Yamaha, Honda, and Volvo Penta.

**Special Features**
- Unique in the state of Wisconsin
- Service school options
- 6,000-square-foot up-to-date lab
- EFI and direct injection engines
- American Boat and Yacht Council (ABYC)
- Association of Marine Technicians (AMTECH)
- Off-site training at local marinas and dealerships
- Actual service experience through community-supplied projects
- Students may enter the program either fall or spring semester

**Admission Requirements**
- Complete application form and submit with fee (fee waiver may apply if previously submitted)
- Review and sign Functional Abilities Disclosure
- Review and Sign Gainful Employment Disclosure
- Complete admissions meeting with a WITC counselor

**Program Outcomes**

Employers will expect the Marine Repair Technician graduate to be able to:
- Service marine engines
- Service marine propulsion systems
- Service diesel engines
- Demonstrate welding and metalworking skills
- Demonstrate industry-recognized safety practices

**Employability Essentials**

The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

**Career Outlook**

Graduates of the Marine Repair Technician program find great demand for their skills. Typical positions available after graduation include:
- Inboard Engine Technician
- Outboard Motor Technician
- Boat Rigging Technician
- Electronic Equipment Installation Technician
- Marine Sales Representative
- Marine Service Technician
- Marine Service Supervisor

**Curriculum**

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>31461314</td>
<td>Outboard Motors</td>
<td>5 cr.</td>
</tr>
<tr>
<td>31461315</td>
<td>Marine Electricity/Electronics *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>31461330</td>
<td>Marine Welding *</td>
<td>1 cr.</td>
</tr>
<tr>
<td>31461317</td>
<td>Marine Engine Systems *</td>
<td>5 cr.</td>
</tr>
<tr>
<td>31461318</td>
<td>Outboard Gear Cases/Rigging *</td>
<td>5 cr.</td>
</tr>
<tr>
<td>31461319</td>
<td>Sterndrive Systems *</td>
<td>5 cr.</td>
</tr>
<tr>
<td>31461321</td>
<td>Introduction to Can-Bus Systems *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>31461322</td>
<td>Inboard Engines *</td>
<td>5 cr.</td>
</tr>
<tr>
<td>31461323</td>
<td>Inboard Transmission Systems *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>31461325</td>
<td>Marine Diesel *</td>
<td>1 cr.</td>
</tr>
<tr>
<td>31461326</td>
<td>Marine Engine Computer Control Systems *</td>
<td>4 cr.</td>
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</table>

**Occupational Specific Total** 37 cr.

**Occupational Supportive/General Studies Courses**

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>32801361</td>
<td>Applied Communications</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32804303</td>
<td>Applied Math</td>
<td>2 cr.</td>
</tr>
</tbody>
</table>

**Occupational Supportive/General Studies Total** 4 cr.

**Program Requirements** 41 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.

**Gainful Employment Information**

(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>Number employed</th>
<th>% employed in WITC district</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>3</td>
<td>100%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Number of responses</th>
<th>Percent employed</th>
<th>Range of yearly salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>100%</td>
<td>-*</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Number available for employment</th>
<th>Employed in related field</th>
<th>Average yearly salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>1</td>
<td>-*</td>
</tr>
</tbody>
</table>

Gainful employment information is available at this link: [https://www.witc.edu/academic-programs/degree-programs-and-certificatesmarine-repair-technician/gainful-employment](https://www.witc.edu/academic-programs/degree-programs-and-certificatesmarine-repair-technician/gainful-employment)

This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

**Graduate Employment Information**

(WITC Graduate Survey Responses 2017-2018)

*Insufficient data to report.*
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

31461314
Outboard Motors - Credits: 5
This course provides an introduction to the marine industry. Students will learn how to work safely in a shop environment and use service tools and information. Students will learn the theory of how two- and four-stroke outboard motors operate. This course will teach students how to repair, maintain, and rebuild two-stroke and four-stroke outboard motors. Also, students will learn about fuel, ignition, manual and electric starting systems, and charging systems. Small gearcase operation and repair are also covered.

31461315
Marine Electricity/Electronics - Credits: 2
This course is designed to teach the theory of DC electricity. Students will learn how to read electrical schematics and build and repair electrical circuits found in typical boats. The student will be able to diagnose, troubleshoot, and correctly use test equipment to repair boat and engine electrical problems. Emphasis is placed on safety, tools, proper use of test equipment, specifications, and schematics. Practical applications will include real world shop experiences that will reinforce learned electrical concepts. COREQUISITE: 31461314 Outboard Motors.

31461330
Marine Welding - Credits: 1
Marine Welding is intended to provide the technician with a sound basic background in the marine welding field. Upon completion, the student will be able to select the proper materials for repairing or fabricating welding projects, choose the correct welding method for a specific application, and complete a welding project safely. Tig welding for repair of aluminum fabrication items; MIG, ARC, and OXY acetylene principles are covered in this course. COREQUISITE: 31461314 Outboard Motors.

31461317
Marine Engine Systems - Credits: 5
This course will provide students with advanced theory and hands-on experience to troubleshoot and repair marine engine fuel, oiling, cooling, starting, changing, and ignition systems. Also, students will learn about carburetor/ignition system synchronization and linkage adjustments, and storage procedures. Students will complete complex troubleshooting projects on running marine engines. PREREQUISITES: 31461314 Outboard Motors.

31461318
Outboard Gear Cases/Rigging - Credits: 5
Outboard motor gearcases, hydraulic trim and tilt, and steering systems are covered in this course. Students will learn how to diagnose failures, rebuild, and shim a variety of gearcases. Different types and brands of steering systems are covered. Students will learn how to repair, install, and replace steering systems. Trim and tilt units will be tested and repaired. This will give students a good working knowledge of hydraulics and troubleshooting procedures for various brands of trim and tilt systems. Installation of outboard motors on boat transoms and mechanical, fuel, oil, and electrical connections will be covered. PREREQUISITE: 31461314 Outboard Motors.

31461319
Sterndrive Systems - Credits: 5
Sterndrive transmissions, sterndrive transom plates, sterndrive trim and tilt, and power steering are covered in this course. Students will learn how to diagnose failures, rebuild, and shim a variety of gearcases. Different types of transom plates will be covered and will include shift, bellows, gimble ring, and bell housing repairs. Hydraulic lift systems will be studied and the student will learn how to repair and diagnose failures of cylinders, pumps, motors, and electrical systems related to trim systems. Marine power steering systems include the study of control valves, power steering pumps, and boat steering systems. PREREQUISITE: 31461314 Outboard Motors.

31461321
Introduction to Can-Bus Systems - Credits: 2
This course will provide students with the operational theory of marine can-bus communication network systems. Students will understand how the marine engine and its accessories communicate with display systems located at the boat’s helm. Students will view different manufacturers’ systems and be able to adapt specialized connectors to NMEA standard connectors and aftermarket accessories. Students will assemble and calibrate a working can-bus system onto an engine and helm display unit and engine control assembly. PREREQUISITE: 31461314 Outboard Motors.

31461322
Inboard Engines - Credits: 5
This course will teach students the theory of how a four-stroke marine engine operates. Students will gain the skills needed to rebuild inboard four-stroke marine engines. Students will also learn the fundamentals of inboard fuel, ignition, starting, and charging systems. COREQUISITE: 31461314 Outboard Motors.

31461323
Inboard Transmission Systems - Credits: 2
Inboard straight shaft transmissions are covered in this course. Velvet Drive transmissions will be the main training project. Hurth and Paragon transmissions will be covered to a lesser degree. Related components such as engine alignment, shafts, couplers, stuffing boxes, struts, strut bearing replacement, etc., will be examined also. PREREQUISITE: 31461314 Outboard Motors.

31461325
Marine Diesel - Credits: 1
This course provides a basic working knowledge of marine diesel engines and their systems. Marine diesel theory, fuel and air delivery, and lubrication and cooling systems will be covered. Bleeding of fuel systems, adjustment of valve trains and injector pumps, and other maintenance issues will also be studied. COREQUISITE: 31461314 Outboard Motors.

31461326
Marine Engine Computer Control Systems - Credits: 4
In this course, students will understand the theory of computer-controlled fuel, ignition, oiling, and control systems used on inboard and outboard engines. Systems included are sterndrive and outboard motor EFI, and outboard direct fuel injection. Students will repair and troubleshoot these systems using a variety of computer diagnostic software. PREREQUISITE: 31461314 Outboard Motors.
Power Sports Technician
31-461-3 Technical Diploma (one-year)

Campus: New Richmond

Program Overview
The Power Sports Technician program will give you the hands-on experience to go to work in less than one year. Dealerships, repair shops, marinas and industry manufacturers desperately need entry-level people in their field. Power Sports is not only a career, it is a lifestyle.

Special Feature
WITC is an accredited Equipment & Engine Training Council (EETC) testing facility providing you with the opportunity to become industry certified.

Admission Requirements
- Complete application form and submit with fee (fee waiver may apply if previously submitted)
- Review and sign Functional Abilities Disclosure
- Review and Sign Gainful Employment Disclosure
- Complete admissions meeting with a WITC counselor

Program Outcomes
Power Sports Technician graduates will be able to:
- Repair brake systems
- Repair 2-stroke engine
- Repair 4-stroke engines
- Repair drive lines
- Repair electrical systems
- Repair suspensions
- Repair fuel systems
- Repair hydraulic systems
- Develop a customer work order

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
Typical positions available after graduation include:
- Motorcycle, Marine, and Outdoor Power Products Technician
- Motorcycle Technician
- Outboard Motor Technician
- Power Sports Technician
- Chainsaw Technician
- Lawn and Garden Equipment Technician
- ATV Technician
- Industrial Equipment Technician
- Partsperson
- Small Engine Shop Owner

Curriculum

<table>
<thead>
<tr>
<th>Number Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>31461301 Engine and Chassis Repair 1 *</td>
<td>5 cr.</td>
</tr>
<tr>
<td>31461302 Engine and Chassis Repair 2 *</td>
<td>4 cr.</td>
</tr>
<tr>
<td>31461310 Introduction to 12-Volt Electrical Theory</td>
<td>1 cr.</td>
</tr>
<tr>
<td>31461312 Introduction to Hydraulics</td>
<td>1 cr.</td>
</tr>
<tr>
<td>31461335 Gas and Diesel Engine Theory *</td>
<td>2 cr.</td>
</tr>
<tr>
<td>31461339 Marine Service *</td>
<td>5 cr.</td>
</tr>
<tr>
<td>31461342 Motorcycle Service *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>31461343 ATV Service *</td>
<td>3 cr.</td>
</tr>
<tr>
<td>32442307 Welding for Mechanics</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32803361 Applied Communications</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32804303 Applied Math</td>
<td>2 cr.</td>
</tr>
<tr>
<td>32809380 Applied Interpersonal Skills</td>
<td>2 cr.</td>
</tr>
</tbody>
</table>

Program Requirements: 32 cr.

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.
** See pages 40-42 for course descriptions.

Gainful employment information is available at this link: https://www.witc.edu/academic-programs/degree-programs-and-certificates/power-sports-technician/gainful-employment. This information is provided as a federal requirement in an effort to help students make informed decisions related to the costs and potential employment in a chosen field.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>6</th>
<th>Number employed</th>
<th>5</th>
<th>% employed in WITC district</th>
<th>67%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of responses</td>
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<td>Percent employed</td>
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<td>Range of yearly salary</td>
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</tr>
<tr>
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<td>5</td>
<td>Employed in related field</td>
<td>3</td>
<td>Average yearly salary</td>
<td>$35,398</td>
</tr>
</tbody>
</table>

2019/2020
Course Descriptions
(See pages 40-42 for General Studies course descriptions)

31461301 Engine and Chassis Repair 1 - Credits: 5
You will diagnose, troubleshoot, tune-up, and overhaul engines and service chassis on lawn and garden equipment and industrial equipment. Practical hands-on experience is gained in engine disassembly, measuring parts for wear, cylinder reconditioning, valve train servicing, governor adjusting, fuel and ignition system servicing, and reassembly techniques. You will service drive and chassis systems to ensure the operation of the complete unit. You will also order repair parts, prepare service report forms, and learn customer relations. COREQUISITES: 31461302 Engine and Chassis Repair 2 and 31461335 Gas and Diesel Engine Theory.

31461302 Engine and Chassis Repair 2 - Credits: 4
You will diagnose, troubleshoot, tune-up, and overhaul engines and service chassis on handheld, industrial and compact equipment and tractors. Practical hands-on experience is gained in engine disassembly, measuring parts for wear, cylinder reconditioning, valve train servicing, governor adjusting, fuel and ignition system servicing, and reassembly techniques. You will service drive and chassis systems to ensure the operation of the complete unit. You will also order repair parts, prepare service report forms, and learn customer relations. COREQUISITES: 31461301 Engine and Chassis Repair 1 and 31461335 Gas and Diesel Engine Theory.

31461310 Introduction to 12-Volt Electrical Theory - Credits: 1
This course is designed to help the learner understand basic 12-volt electrical systems. You will understand basic 12-volt electrical systems. Using hands-on activities, this course will help the learner to better understand basic 12-volt electrical systems.

31461312 Introduction to Hydraulics - Credits: 1
This course will provide a practical understanding of hydraulic components. Their design, application, operation and maintenance will be studied. Hydraulic training components will be used in the classroom.

31461313 Introduction to Diesel Engines - Credits: 1
This course will provide the learner with a basic understanding of the diesel engine. The design and operating principles of the engine, cooling, fuel, and lubrication systems will be examined.

31461335 Gas and Diesel Engine Theory - Credits: 2
This course will provide the learner with a basic understanding of marine engines with emphasis on practical hands-on experience. Theory will be given in the specialty areas of carburetion, fuel injection, transmissions, clutches, and running gear. You will learn to apply basic troubleshooting techniques and procedures of marine engine service and repair. You will diagnose, troubleshoot, tune-up, and overhaul engines and service chassis on lawn and garden equipment and industrial equipment. Practical hands-on experience is gained in engine disassembly, measuring parts for wear, cylinder reconditioning, valve train servicing, governor adjusting, fuel and ignition system servicing, and reassembly techniques. You will service drive and chassis systems to ensure the operation of the complete unit. COREQUISITE: 31461302 Engine and Chassis Repair 2.

31461339 Marine Service - Credits: 5
This course will provide the theory necessary to understand and troubleshoot the components and systems unique to outboard marine engine area. Theory will be given in the specialty areas of fuel systems, ignition systems, cooling systems, lubrication systems, and gear cases. You learn to apply basic troubleshooting techniques and repair procedures of marine engine service and repair to marine engines with emphasis on practical hands-on experience. PREREQUISITES: 31461302 Engine and Chassis Repair 2 and 31461335 Gas and Diesel Engine Theory.

31461342 Motorcycle Service - Credits: 3
This course provides the theory necessary to understand and troubleshoot the components and systems unique to motorcycles. Theory is given in the specialty areas of carburetion, fuel injection, ignition, transmissions, clutches, and running gear. You will learn to apply basic techniques and procedures of motorcycle engine service and repair. A lecture- and lab-based course. Specialty areas dealing with transmissions and chassis on these units are covered with practical hands-on experience. PREREQUISITES: 31461302 Engine and Chassis Repair 2, 31461335 Gas and Diesel Engine Theory and COREQUISITE: 31461343 ATV Service.

31461343 ATV Service - Credits: 3
This course provides the theory necessary to understand and troubleshoot the components and systems unique to ATVs. Theory is given in the specialty areas of carburetion, fuel injection, ignition, transmissions, clutches, and running gear. You will learn to apply basic techniques and procedures of ATV engine service and repair. This is a lecture- and lab-based course. Specialty areas dealing with transmissions and chassis on these units are covered with practical hands-on experience. PREREQUISITES: 31461302 Engine and Chassis Repair 2, 31461335 Gas and Diesel Engine Theory and COREQUISITE: 31461342 Motorcycle Service.

32442307 Welding for Mechanics - Credits: 2
Instruction in safe setup and operation of plasma cutting (PAC), oxy-fuel cutting (OFC), SAW (Stick), GMAW (MIG), FCAW, and/or GTAW (TIG) welding in applications related to general industry practices. Selection of appropriate welding processes with a specific emphasis on typical repair situations including metal identification will be stressed.
Truck Driving
30-458-1 Technical Diploma (less than one-year)

Campus: New Richmond, Rice Lake

Program Overview
Professional truck drivers are responsible for the safe, efficient delivery of goods between locations. Spend time behind the wheel learning how to maneuver trucks in a variety of real-world scenarios. You will develop backing and driving skills through classroom, lab, range and roadway experiences. Non-technical skills such as communications will also be discussed. With successful completion of this program, you will have the ability to obtain your Commercial Driver’s License. Opportunities to earn additional CDL endorsements will also be available.

The CDL test is not included within the Truck Driving program. Testing fees are set by the state of Wisconsin. To test and receive your CDL, you have the option to test at WITC or with any examiner in Wisconsin. Testing through WITC reduces some of the process for you. Please expect an additional fee for the test.

Program-Specific Requirements
(For detailed information on the items below, see the WITC Truck Driving web page at: http://www.witc.edu/academic-programs/degree-programs-and-certificates/truck-driving)
The following requirements must be met before the first day of class:
• Submit a WITC Admissions Application
• Must be 18 years of age
• Verification of valid driver’s license
• Contact WITC Student Services to acquire a Federal Drug Testing Custody and Control Form
• Pass the DOT physical exam and FMCSA Pre-Employment drug test
• Provide a copy of CDL Class A permit with air brakes
• Meet all Federal Motor Carrier Safety Regulations (FMCSR) requirements

Program Outcomes
Truck Driving graduates will be able to:
• Perform commercial vehicle inspections
• Communicate with industry and regulatory personnel
• Complete legal and industry related documentation
• Plan trips
• Perform safe operation of a commercial vehicle
• Obtain a CDL (Commercial Driver's License)
• Select healthy lifestyle behaviors

Career Outlook
Typical positions available after graduation include:
• Company Driver/Owner Operator
• Driver Manager
• Driver Mentor
• Local/Regional/Long Distance Driver
• Recruiting Specialist
• Dispatch Driver
• Over-the-Road Truck Driver
• Straight Truck Driver (Dump, Cement, Delivery)

Curriculum

<table>
<thead>
<tr>
<th>Number Course Title</th>
<th>Credits (cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>30458304 Truck Driving – Semi Level 1</td>
<td>3 cr.</td>
</tr>
<tr>
<td>30458305 Truck Driving – Semi Level 2</td>
<td>3 cr.</td>
</tr>
<tr>
<td>30458303 Truck Driving – Semi Level 3</td>
<td>4 cr.</td>
</tr>
<tr>
<td></td>
<td>10 cr.</td>
</tr>
</tbody>
</table>

* Requires a prerequisite and/or corequisite that must be completed with a grade point of 2.0 or better.

Course Descriptions

30458304
Truck Driving - Semi Level 1 - Credits: 3
This is the first of three courses in the 10-week Truck Driving technical diploma. Become prepared for entry-level positions as a commercial driver and understand basic information about trucks and their operation. You will need to present your DOT physical (Fed-Med) card and drug test, CDL Permit (CLP) prior to enrolling in the course. If you need assistance with passing the CLP, refer to the CDL Theory course designed to help you prepare for the test.

30458305
Truck Driving - Semi Level 2 - Credits: 3
This is the second of three courses in the Truck Driving technical diploma. This course will focus on obtaining the Commercial Driver’s License while highlighting industry regulations, trip planning, hours of service, and driver safety. COREQUISITE: 30458304 Truck Driving - Semi Level 1.

32458303
Truck Driving - Semi Level 3 - Credits: 4
This is the third and final course in the Truck Driving technical diploma. Refine the skills learned in the first two levels assuring readiness for the industry. The primary focus includes entry-level requirements, program certifications, advanced operations, and technical backing skills. COREQUISITE: 30458305 Truck Driving - Semi Level 2.

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>2</th>
<th>Number employed</th>
<th>0</th>
<th>% employed in WITC district</th>
<th>0</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of responses</td>
<td>1</td>
<td>Percent employed</td>
<td>0%</td>
<td>Range of yearly salary</td>
<td>$31,198-$87,000*</td>
</tr>
<tr>
<td>Number available for employment</td>
<td>1</td>
<td>Employed in related field</td>
<td>0</td>
<td>Average yearly salary</td>
<td>$55,656*</td>
</tr>
</tbody>
</table>

*Range of yearly salary and average yearly salary based on composite from Wisconsin’s 16 technical college districts (WTCS) which may or may not include WITC graduates.
Individualized Technical Studies
10-825-1  Associate Degree (two-year)

Campuses: Ashland, New Richmond, Rice Lake, Superior

Program Overview
The associate degree in Individualized Technical Studies is designed for students who are looking for a specialized course of instruction that is not available in existing programs. The program allows the student to combine courses from two or more major areas of study into a unique associate degree. Students will be required to complete a program plan with WITC career counseling staff and identify their career objectives and the courses that will help them meet those objectives.

Inquire:
For more information, contact:
Shane Evenson, Registrar
Phone: 715-468-2815 ext. 2280
shane.evenson@witc.edu

Program Outcomes
This unique degree will:
• Provide direction to the student in pursuit of specific occupational outcomes
• Allow students to meet individual career goals which cannot be achieved through enrollment in any single instructional program currently available at the college
• Meet the needs of students who want to pursue an Associate of Applied Science Degree on either a full- or part-time basis
• Help identify new and emerging occupations for new or modified programs

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
This degree gives students the flexibility to meet the educational goals of new and emerging occupational fields. Employers also benefit from the flexible program that helps them meet their own specific employee training needs as new technologies and methods emerge in the business world.

Curriculum

<table>
<thead>
<tr>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Studies Core</td>
<td>21-30</td>
</tr>
<tr>
<td>Communications</td>
<td>6</td>
</tr>
<tr>
<td>Social Science</td>
<td>3</td>
</tr>
<tr>
<td>Behavioral Science</td>
<td>3</td>
</tr>
<tr>
<td>Math and/or Science</td>
<td>3</td>
</tr>
<tr>
<td>Additional General Studies</td>
<td>6</td>
</tr>
</tbody>
</table>

(See list of General Studies courses on page 40.)

Individualized Technical Studies Courses | 40

All students will be required to complete 40 credit hours of individualized technical studies and may utilize courses from all departments of the college. A minimum of 20 of these credits must be focused in one discipline. The selection of these courses must be relevant to the student’s identified career goals and provide sufficient hours of concentration in one or two specific technical areas to ensure technical competence in achieving their occupational goals.

TOTAL PROGRAM CREDITS | 61-70

Graduate Employment Information
(WITC Graduate Survey Responses 2017-2018)
All WTCS information

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>Number employed</th>
<th>% employed in WITC district</th>
<th>Range of yearly salary</th>
<th>Average yearly salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>53</td>
<td>30</td>
<td>NA</td>
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<td>$55,764*</td>
</tr>
<tr>
<td>33</td>
<td>97%</td>
<td>97%</td>
<td>$24,875-$103,992*</td>
<td>$55,764*</td>
</tr>
<tr>
<td>31</td>
<td>70%</td>
<td>70%</td>
<td>$24,875-$103,992*</td>
<td>$55,764*</td>
</tr>
</tbody>
</table>

*Average yearly salary based on composite of graduates from Wisconsin’s 16 technical college districts (WTCS) which does not include WITC graduates.
Technical Studies - Journeyworker
10-499-5  Associate Degree (two-year)

Campuses: Ashland, New Richmond, Rice Lake, Superior

Program Overview
The apprenticeship associate degree in Technical Studies - Journeyworker is designed for students who are looking for a specialized course of instruction which is not available in existing programs. The program allows the student to receive advanced standing credit for previous apprenticeship work and then create a unique associate degree. Students will be required to complete a program plan with the Director, Apprenticeship and Workforce Training to identify their career objectives and the courses that will help them meet those objectives.

Inquire
For more information on this program and how to apply, contact: Eric Lockwood, Director, Apprenticeships and Workforce Training at eric.lockwood@witc.edu or 800.243.9482, Extension 4297

Program Outcomes
This unique degree will:
- Provide direction to the student in pursuit of specific occupational outcomes
- Allow the student to meet individual career goals which cannot be achieved through enrollment in any single instructional program currently available at the college
- Meet the needs of students who want to pursue an Associate of Applied Science Degree on either a full- or part-time basis
- Help identify new and emerging occupations for new or modified programs

Employability Essentials
The WITC Employability Essentials to think critically, communicate effectively and be professional will be assessed in all technical diploma and associate degree program students annually.

Career Outlook
The degree gives students the flexibility to meet the educational goals of new and emerging occupational fields. Employers also benefit from the flexible program that helps them meet their own specific employee training needs as new technologies and methods emerge in the business world.

Curriculum

<table>
<thead>
<tr>
<th>Course Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>General Studies Core</td>
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</tr>
<tr>
<td>Communications</td>
<td>6</td>
</tr>
<tr>
<td>Social Science</td>
<td>3</td>
</tr>
<tr>
<td>Behavioral Science</td>
<td>3</td>
</tr>
<tr>
<td>Math and/or Science</td>
<td>3</td>
</tr>
<tr>
<td>Additional Elective General Education OR</td>
<td>6</td>
</tr>
<tr>
<td>Associate Degree Level Technical Studies</td>
<td></td>
</tr>
<tr>
<td>(See list of General Studies courses on page 40.)</td>
<td></td>
</tr>
</tbody>
</table>

Wisconsin Journey-Level Certificate Courses*

| Degree completion requirement: possess a Wisconsin Apprenticeship Completion Certificate issued by the Department of Workforce Development - Bureau of Apprenticeship Standards registered apprenticeship program that requires a minimum of 400 hours of paid related instruction in the Wisconsin Technical College System. The certificate will meet the 39-credit minimum Technical Studies - Journeyworker requirement for the Associate of Applied Science degree.

TOTAL PROGRAM CREDITS* 60

*Complete all required WTCS apprentice paid related technical instruction with a minimum course grade of C. There are no time limits on credit recognition.

Graduate Employment Information
(WTCS Technical Studies - Journeyworker Graduate Survey Responses; for most recent data, go to witc.edu)
The information below is based on graduates’ responses from the following technical colleges within the Wisconsin Technical College System (WTCS) and does not include WITC graduates: Blackhawk Technical College, Chippewa Valley Technical College, Fox Valley Technical College, Madison Area Technical College, Milwaukee Area Technical College, Moraine Park Technical College, Northcentral Technical College, Waukesha County Technical College, and Western Technical College.

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>Number of responses</th>
<th>Number available for employment</th>
<th>% employed</th>
<th>% employed in WITC district</th>
<th>Range of yearly salary</th>
<th>Mean yearly salary</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>NA</td>
<td>$</td>
<td>$</td>
</tr>
</tbody>
</table>

2019/2020
Certificate FAQs

Note: certificates are best when used in conjunction with a program or degree.

Q 1. How do students declare taking courses towards a certificate?

Students must complete an Application for Admission indicating the certificate they wish to work towards and turn it in to the Student Services office.

Q 2. Is there an application fee?

No, a fee is not required for declaring a certificate.

Q 3. Do students need to take an assessment before they are eligible to enroll in courses?

No, however, some individual courses may require an assessment for course placement.

Q 4. Will students be eligible for Financial Aid if enrolled in a certificate?

Certificates alone are not financial aid-eligible. However, students enrolled in a financial aid-eligible program with the same courses required for a certificate may be eligible to receive financial aid. Contact a campus financial aid advisor for more information.

Q 5. How do students know which courses to take?

The current course requirements for a certificate are found in this catalog as well as online at www.witc.edu/academic-programs/degree-programs-and-certificates. Click on the certificate title and then click “Curriculum.”

Q 6. How are students awarded a certificate when the required courses have been completed?

Students will need to complete an Intent to Graduate form and turn it in to the Student Services Office. This is the same form completed by degree-seeking students when they complete their degree coursework. There is no charge for Intent to Graduate forms for students seeking a certificate.

Q 7. Will students have an advisor?

Students enrolled for six or more credits will be assigned an advisor. Students should contact Student Services for advisor assignments.

Q 8. Can students enrolled in a certificate purchase software at student rates

Yes, students currently enrolled at WITC are eligible to purchase software at student rates.

Q 9. Is there a grade point average (GPA) required for successful completion of a certificate?

Yes, a grade point average must be at least a 2.0 or a grade of “C” for the awarding of a certificate. Some certificates have higher requirements. Check this catalog listing for specific requirements.

Q 10. Are certificates offered at WITC-Balsam Lake, WITC-Hayward and WITC-Ladysmith outreach centers?

Select certificate courses are offered at the WITC-Balsam Lake, WITC-Hayward and WITC-Ladysmith outreach centers. Please contact the outreach center manager for details.
## Administration, Faculty, and Management Staff

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<th>Page</th>
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<td>Shell Lake Administrative Office</td>
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<td>Ashland Campus</td>
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<td>Rice Lake Campus</td>
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<td>Outreach Centers</td>
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</tr>
</tbody>
</table>
### College Administration

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>John Will</td>
<td>Ed.D. President</td>
</tr>
<tr>
<td>Steve Bitzer</td>
<td>Ed.D. Vice President, Student Affairs &amp; Campus Administrator B.S., U of Wisconsin-Stout M.B.A., U of Wisconsin-Oshkosh Ed.D., Nova Southeastern University</td>
</tr>
<tr>
<td>Stephanie Erdmann</td>
<td>Vice President, Academic Affairs &amp; Campus Administrator B.A., U of Montana M.S., U of Wisconsin-Green Bay PH.D., Northcentral University</td>
</tr>
<tr>
<td>Craig Fowler</td>
<td>Vice President, Workforce Development &amp; Advancement &amp; Campus Administrator A.S., Elgin Community College B.S., Eastern Illinois University M.S., National-Louis University</td>
</tr>
<tr>
<td>Steve Decker, CPA, CMA</td>
<td>Vice President, Administrative Service/Chief Financial Officer B.B.A., U of Wisconsin-Eau Claire M.S., U of Wisconsin-Stout</td>
</tr>
<tr>
<td>Susan Yohnk-Lockwood</td>
<td>Vice President, Institutional Effectiveness &amp; Campus Administrator B.S., U of Wisconsin-Eau Claire M.S., U of Wisconsin-Stout</td>
</tr>
<tr>
<td>Tim Bablick</td>
<td>Network/Security Administrator A.A.S., Wisconsin Indianhead Technical College</td>
</tr>
<tr>
<td>Becka Cusick</td>
<td>Quality Improvement Coordinator A.A.S., Wisconsin Indianhead Technical College</td>
</tr>
<tr>
<td>James Dahlberg</td>
<td>Senior Director, Technology Services A.A.S., Wisconsin Indianhead Technical College</td>
</tr>
<tr>
<td>Shane Evenson</td>
<td>Registrar B.A., U of Minnesota-Duluth</td>
</tr>
<tr>
<td>Kimberly Fick</td>
<td>Human Resources Manager A.A.S., Minneapolis Business College B.B.A., American InterContinental University</td>
</tr>
<tr>
<td>Kristi Foust</td>
<td>Director of Facilities and Procurement A.A.S., Wisconsin Indianhead Technical College B.A., Lakeland College</td>
</tr>
<tr>
<td>Amanda Gohe</td>
<td>Director, Human Resources A.A.S., Wisconsin Indianhead Technical College B.A., Lakeland College</td>
</tr>
<tr>
<td>Anita Hacker</td>
<td>District Controller B.B.A., U of Wisconsin-Eau Claire B.S., City University of Seattle</td>
</tr>
<tr>
<td>Chelsea Kilmer</td>
<td>Human Resources Specialist A.A.S., U of Wisconsin-Barron County</td>
</tr>
<tr>
<td>Terry Klein</td>
<td>Director, Financial Aid B.B.A., Wartburg College</td>
</tr>
<tr>
<td>Cheryl Maki</td>
<td>Academic Affair Specialist/Scheduling Systems A.A.S., Wisconsin Indianhead Technical College B.S., U of Wisconsin-Stout</td>
</tr>
<tr>
<td>Tim Maki</td>
<td>Technical Operations Manager A.A.S., Wisconsin Indianhead Technical College</td>
</tr>
<tr>
<td>Brenda Nunemaker</td>
<td>Applications Developer A.A.S., Wisconsin Indianhead Technical College</td>
</tr>
<tr>
<td>Kim Olson</td>
<td>Executive Assistant to the President &amp; Board Technical Diploma, Wisconsin Indianhead Technical College B.S., U of Wisconsin-Stout</td>
</tr>
<tr>
<td>Shannon Unsworth</td>
<td>Manager of Application Development A.A.S., U of Wisconsin-Barron County B.B.A., U of Wisconsin-Eau Claire</td>
</tr>
<tr>
<td>Melissa Zappa</td>
<td>Business Services Manager A.A.S., Wisconsin Indianhead Technical College</td>
</tr>
</tbody>
</table>

### Ashland Campus Administration and Management Staff

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Steve Bitzer, Ed.D.</td>
<td>Vice President, Student Affairs &amp; Campus Administrator B.S., U of Wisconsin-Stout</td>
</tr>
<tr>
<td>Susan Yohnk-Lockwood</td>
<td>Vice President, Institutional Effectiveness &amp; Campus Administrator B.S., U of Wisconsin-Eau Claire M.S., U of Wisconsin-Stout</td>
</tr>
<tr>
<td>Jennifer Augustine</td>
<td>Associate Dean, Nursing A.A.S., Nicolet College B.S., Viterbo College M.S., University of Phoenix</td>
</tr>
<tr>
<td>Joseph Belany</td>
<td>EMS/Fire Training Specialist A.A.S., Gogebic Community College</td>
</tr>
<tr>
<td>Annette Brown</td>
<td>Administrative Specialist/Supervisor A.A.S., Milwaukee Area Technical College B.S., Cardinal Stritch University</td>
</tr>
<tr>
<td>David Haan</td>
<td>Fire Training Specialist</td>
</tr>
<tr>
<td>Keith Hasart</td>
<td>User Services Manager B.S., U of Wisconsin-Superior</td>
</tr>
<tr>
<td>Beth Hazelon</td>
<td>Manager, Enrollment Services B.A.S., U of Minnesota-Duluth</td>
</tr>
<tr>
<td>Karen Hoglund</td>
<td>Dean of Academic Programs, Ashland Region/Associate Dean, Ashland Region A.A.S., Chippewa Valley Technical College B.S., Franklin University M.S., Capella University</td>
</tr>
<tr>
<td>Bambi Pattermann</td>
<td>Dean, Workforce &amp; Economic Development A.A.S., Wisconsin Indianhead Technical College B.S., Northland College M.A., College of St. Scholastica</td>
</tr>
<tr>
<td>Kevin Rowe</td>
<td>Facility Maintenance Supervisor Mari Jo Ulrich, OTR B.S., U of Wisconsin-Madison M.A., College of St. Scholastica</td>
</tr>
</tbody>
</table>

### FACULTY

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Carl Anderson</td>
<td>Machine Tool Operation Instructor Technical Diploma, Wisconsin Indianhead Technical College</td>
</tr>
<tr>
<td>Barb Bieksa</td>
<td>Medical Assistant Instructor Technical Diploma, Wisconsin Indianhead Technical College</td>
</tr>
<tr>
<td>Sharon Duthie</td>
<td>Administrative Professional Instructor A.A.S., Wisconsin Indianhead Technical College B.S., Northland College M.Ed., U of Minnesota-Duluth</td>
</tr>
<tr>
<td>Timothy Edwards</td>
<td>Marine Repair Technician Instructor</td>
</tr>
<tr>
<td>Lisa Fiorio Martinson</td>
<td>Academic Support Instructor A.A., Wisconsin Indianhead Technical College B.S., Northland College M.S., University of Wisconsin-Stout</td>
</tr>
<tr>
<td>Paul Gordon</td>
<td>Information Technology Instructor Technical Diploma, Wisconsin Indianhead Technical College B.A., U of Wisconsin-Milwaukee M.S., U of Minnesota-Duluth</td>
</tr>
<tr>
<td>Donna Jones Isley</td>
<td>Accommodation Specialist B.A., St. Lawrence University M.A., American University C.A.S., Syracuse University Ed.D., Northern Illinois University</td>
</tr>
<tr>
<td>Jodie Karr</td>
<td>General Studies - Science Instructor B.S., Michigan Technological University M.S., Michigan Technological University</td>
</tr>
<tr>
<td>Denise Kontny</td>
<td>Medical Administrative Professional Instructor A.A., Chippewa Valley Technical College B.S., Northland College M.S., Franklin University</td>
</tr>
<tr>
<td>Todd L. Larson</td>
<td>Marine Repair Technician Instructor</td>
</tr>
<tr>
<td>Scott Leonard</td>
<td>Counselor B.S., U of Wisconsin-Madison M.A., Trinity Evangelical Divinity School</td>
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<tr>
<td>John Nuutinen</td>
<td>Welding Instructor B.A., U of Wisconsin-Stout M.A.E., Silver Lake College of the Holy Family</td>
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<tr>
<td>Kathleen Rybak</td>
<td>Counselor B.A., U of Wisconsin-Eau Claire M.S., University of Wisconsin-Stout</td>
</tr>
<tr>
<td>Maren Zinski</td>
<td>Associate Degree Nursing Instructor A.D.N., Wisconsin Indianhead Technical College B.S., Northland College</td>
</tr>
</tbody>
</table>

2019/2020
New Richmond Campus Administration and Management Staff

Susan Yohnk-Lockwood
Vice President, Institutional Effectiveness & Campus Administrator
B.S., U of Wisconsin-Eau Claire
M.S., U of Wisconsin-Stout

Steven Dus
Dean of Students
B.S., U of Wisconsin-Eau Claire
M.A.E., Augsburg College

Shawna Benich
SharePoint Administrator/Procurement Coordinator
A.A.S., Western Wisconsin Technical College

Nicholas Bilderback
EMS/Fire Training Specialist
A.A., Chippewa Valley Technical College

Joseph Blank
EMS/Fire Training Specialist/Procurement Coordinator
A.A.S., Hennepin Technical College

Nancy Cerritos
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B.S.Ed., U of North Dakota-Grand Forks
M.S., U of Wisconsin-Stout

Rose Cibulka
Associate Dean, New Richmond Region
B.S., U of Wisconsin-Platteville

Jessica Eccles
Manager, Enrollment Services
B.S., U of Wisconsin-La Crosse

Megan Evans
Career Specialist/Recruiter
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Deana Foli
Paramedic Teaching Specialist
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A.A.S., Alexandria Technical College

Jeanne Germain
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B.A., St. Olaf College

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B.S., University of Wisconsin-River Falls

Chirsty Kobernick
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B.B.A., U of Wisconsin - River Falls

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B.S., U of Wisconsin-Stout

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M.A., U of South Dakota

Megan Nabb
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B.S., College of William and Mary
M.S., Rensselaer Polytechnic Institute

Tina Nygren
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M.S.E., U of Wisconsin-Platteville

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Facility Maintenance Supervisor

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A.A.S., Lake Superior College

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Kathleen Doe
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Aleasha Hladilek
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M.A., Alliant International University - Fresno, CA
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M.S.E., U of Wisconsin-Superior
Kent Lundahl
Counselor
B.S., U of Wisconsin-Superior
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A.A., Rainy River Community College
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M.E.D., U of Minnesota-Duluth
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B.A., Brigham Young University - Idaho
M.A., Ohio State University
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M.S.N., Chamberlain College of Nursing
Celia Tarnowski
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M.A., U of Wisconsin-Superior
Certificate in Online Instruction,
College of St. Scholastica
April Thompson
Cosmetology Instructor
B.S., University of Wisconsin-Superior
Nora Ulland, Ph.D.
Early Childhood Education Instructor
B.S., U of Minnesota-Duluth
M.S.E., St. Mary's University of Minnesota
Ph.D., St. Mary's University of Minnesota
Frank Vidas
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Damian VonFrank
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WITC Outreach Centers
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Financial Aid

A variety of financial aid options exists for WITC students to finance their education. Loans, scholarships, grants, work-study, and other campus-based aid extend the opportunity for higher education to qualified applicants. Financial aid is designed to supplement the student and/or the student’s family resources while the student attends college. In order to determine a student’s eligibility for financial aid to assist with tuition, fees, supplies, estimated room and board, transportation, and personal expenses, students must complete a Free Application for Federal Student Aid (FAFSA). Even if a student has received financial aid before, the student must reapply each school year.

Free Application for Federal Student Aid (FAFSA)

Application Procedures

New or continuing students should apply for financial aid by April 15 of the year preceding enrollment using the FAFSA.

Apply online at www.fafsa.gov

Before applying, students will need to create an FSA ID. An FSA ID is a user name and password used to log into U.S. Department of Education websites and to electronically sign Federal Student Aid documents. If you are a dependent student, a parent will also need to create an FSA ID to sign the FAFSA. To create an FSA ID, click on the FSA ID link at www.fafsa.gov.

Financial Aid Eligibility Requirements

To be eligible to receive financial aid, the student must be a U.S. resident, high school graduate or equivalent, apply for admission at WITC (although the application process can be started sooner), enrolled in at least six credits (Pell grants may be available even if students are taking fewer credits), and maintain satisfactory academic progress. Such factors as defaulting on a previous student loan without arranging repayment, academic suspension, probation, retakes, incompletes, and withdrawals can affect a student’s financial aid eligibility. Refer to the Financial Aid Guide online at www.witc.edu for more information or call the Financial Aid office at the campus the student plans to attend.

Types of Financial Aid

Scholarships (no repayment necessary):

www.witc.edu/scholarships

WITC Foundation Scholarships

Student scholarships are awarded by the WITC Foundation and other organizations or individuals, and are available for all WITC campuses. Scholarship awards provide financial support for tuition, books, and other education expenses. Most scholarship awards are $250 to $500, but may be as high as $1,000 per student, per year. Scholarship information and applications are available online through the WITC Foundation (www.witc.edu/scholarships). Scholarship deadlines are the first Monday in November for spring term scholarships and the first Monday in April for summer and fall term scholarships.

Other Scholarships

Many businesses, civic organizations, and other associations offer scholarships. The Internet is also a great source of information; search online for links to free scholarship search sites.

Grants (no repayment necessary)

Federal Pell Grant

Eligibility for a Federal Pell Grant is based on a student’s financial need, and whether they are a full- or part-time student. The student’s need is determined by the Free Application for Federal Student Aid (FAFSA).

Federal Supplemental Educational Opportunity Grant (FSEOG)

To be eligible for an FSEOG award, students must have exceptional financial need not met by other grants, be enrolled on at least a half-time basis, and be Federal Pell Grant eligible. FSEOG funds are limited and do run out. Apply for financial aid as early as possible each year.

Wisconsin Grant - Technical Colleges

To be eligible for a Wisconsin Grant, students must be a Wisconsin resident, have financial need not met by other grants, and be enrolled at least half-time in a Wisconsin public post-secondary school. Wisconsin Grant funds are limited and do run out. Apply for financial aid as early as possible each year.

Talent Incentive Program (TIP) Grant

The Wisconsin Educational Opportunity Program (WEOP) provides additional grant money for students enrolled in WEOP who demonstrate special financial need or unusual family circumstances. This grant program is designed to aid the nontraditional or less-advantaged student. For an application, contact the Wisconsin Educational Opportunity Program, 204 E. Grand Avenue, 5th Floor, Eau Claire, WI 54701, 715.836.3171; or the Wisconsin Educational Opportunity Program, 620 Beaser Avenue, Ashland, WI 54806, 715.682.7977; or the Financial Aid Office at the campus the student plans to attend.

Wisconsin Indian Student Assistance Program

Grants of up to $1,100 per academic year, based on financial need, are available to resident students whose heritage is at least 25 percent American Indian. Additional funds may be matched by the Federal Bureau of Indian Affairs. To apply, complete the Free Application for Federal Student Aid (FAFSA) and contact the Tribal Education Office for an Indian Scholarship Application.

Minority Grant

This is a state-sponsored grant program available only to students who are members of one of the following minority groups: African American, Hispanic, American Indian, and South East Asians from Vietnam, Cambodia, and Laos. Students must be U.S. citizens and Wisconsin residents entering their second year of school. Minority grants are awarded to students based on financial need. To apply, students must complete the FAFSA.
Visual and Hearing Impaired Scholarship
Provides grants up to $1,800 for Wisconsin residents who are deaf, hard of hearing, or visually handicapped and who can demonstrate financial need. Applications can be obtained from the local Division of Vocational Rehabilitation Office or the Wisconsin Higher Education Aids Board, P.O. Box 7885, Madison, WI 53707-7885.

Loans (repayment necessary)
Subsidized Federal Stafford Loan
The federal government pays the interest while students are enrolled in school. The maximum annual amount that can be borrowed is $3,500 for the first academic year and $4,500 for the second academic year. Borrowers have a maximum subsidized loan eligibility period of 150% of the published length of the borrower's academic program. The cumulative unpaid total of both Subsidized and Unsubsidized Federal Stafford Loans borrowed while at WITC and other colleges may prevent students from borrowing additional loans while at WITC. Contact the financial aid advisor at the campus the student will attend if the student has additional questions. Loan repayments begin six months after the student graduates, leaves school, or drops below a half-time credit load. The amount of the student’s payment depends on the student’s total loan indebtedness. A minimum of $50 per month is required. The maximum number of years to repay the Subsidized Federal Stafford Loan is 10 years, but may vary based on the size of loan debt and on eligibility for other payment plans. To apply, students must complete the FAFSA, a Master Promissory Note (MPN), and entrance counseling.

Unsubsidized Federal Stafford Loan
The terms of the Unsubsidized Loan are the same as the subsidized, except the federal government does not pay the interest while students are enrolled in school. The student is responsible for interest during the grace period, period of repayment, or during authorized deferment. To apply, students must complete the FAFSA and an MPN. The initial amount that can be borrowed is $3,500 for the student's first year and $4,500 for the student’s second year (less any subsidized Stafford Loan eligibility). Dependent students may also receive up to an additional $2,000 and independent students may receive up to an additional $6,000. The cumulative unpaid total of both Subsidized/Unsubsidized Federal Stafford Loans borrowed from WITC and other colleges may prevent the student from borrowing additional loans to complete a degree at WITC. Contact the financial aid advisor at the campus the student will attend if the student has additional questions.

Parent Loans for Undergraduate Students (PLUS)
Federal Parent Loans for Dependent Undergraduate Students (PLUS) are available to parents for each child who is attending an approved post-secondary institution. The student must be enrolled at least half-time and be a dependent of the parent seeking the loan. Amounts vary up to the cost of education less other resources. To apply, the student(s) must complete the FAFSA and the parent must complete a PLUS MPN.

Work Study
To participate in this part-time employment program, students must show evidence of financial need. Positions include office support, custodial, learning resource center, or aides in various departments and offices on campus. Work-study positions are limited and are awarded to early financial aid applicants. If students were not awarded a work-study position on the student’s award letter, but are interested in working under this program, contact the Financial Aid office and request that the student’s name be placed on a waiting list. If students are eligible, the student will be contacted if/when a position becomes available. Contact WITC for the current work-study wage.

Other Available Aid
Workforce Resource
If students are unemployed, underemployed, or economically disadvantaged, the student may be eligible to receive financial assistance such as funds for tuition, books, and other support. This assistance is designed to help the student receive the training needed to secure, maintain, or retain employment. For more information, contact the WITC Financial Aid office.

Division of Vocational Rehabilitation (DVR)
Any Wisconsin resident, 16 years of age or older who has a disabling condition that constitutes a substantial handicap to employment, may be eligible for DVR aid. Contact the Wisconsin DVR office for more information.

Veterans’ Programs
Chapter 33, Post 9/11 Veterans Education Act
This benefit is for eligible veterans who have served on active duty after 9-10-01. Benefits are prorated based on total months of active duty and enrollment level. Payments include tuition and fees, housing allowance, and a stipend for books and supplies.

Chapter 30, Montgomery GI Bill®
The GI Bill® establishes educational benefits for individuals with active duty service of at least 2 years. Monthly payments are based on years of service and enrollment.

Chapter 31, Disabled Veterans, Vocational Rehabilitation
Veterans with a 20 percent or more service-connected disability may be eligible for this benefit for up to 48 months of entitlement. For eligibility guidelines, contact the VA, a Vocational Rehabilitation Counselor, or a county Office of Veterans’ Affairs.

Chapter 35, Dependents/Spouses or Surviving Spouses
Dependents of veterans who are 100 percent disabled or who have died from a service-connected disability are eligible to receive VA educational assistance. Generally, eligibility for a spouse extends 10 years from the date of the veteran’s death or the date the veteran was found to have a total service-connected disability. Eligibility for a child ends on the child’s 26th birthday, unless extended under certain conditions. If the veteran is not receiving monthly disability benefits, the student is usually not eligible for Chapter 35. The student should contact their county’s Veterans’ Service office for more information.

Chapter 1606, Montgomery GI Bill®-Selected Reserves
This benefit is available to members of the National Guard and Reserves who enlist, re-enlist, or extend an enlistment for a period of not less than six years and are actively drilling.
Wisconsin GI Bill®
The Wisconsin GI Bill® provides a waiver (“remission”) of tuition for eligible veterans and their dependents for up to eight full-time semesters or 128 credits. A 100 percent remission of eligible fees is provided to the veteran, qualifying unremarried surviving spouse and children of a veteran who died in the line of duty, and to the spouse and children of a veteran with substantial service-connected disabilities (combined VA service-connected disability rating of 30 percent or greater). For qualifying children, the benefit is available from ages 17 through 26, and residency rules apply. For a veteran to be eligible, he/she must have entered the service as a Wisconsin resident and currently reside in WI, or have lived in Wisconsin for five years prior to attending college. Children and spouses may qualify under the five year residency rule as well. To remain eligible, students must maintain a 2.0 cumulative GPA. For additional information, contact the financial aid advisor at the campus the student plans to attend or go to http://dva.state.wi.us.

Educational Tax Benefits
Several tax programs exist to help students. To claim the benefit(s), the taxpayer must file a tax return and meet federal eligibility guidelines. Claiming the tax credit is the student's responsibility. Tuition statements, (1098T forms) will be completed by the WITC business office for all eligible students and mailed on or before January 31. Eligible students may view their 1098T forms through MyWITC. For more information on the tax programs, see Publication 970 at irs.gov.

Enrollment Status
Students are considered full-time students if they are taking 12 or more credits each term. Three-quarter-time enrollment is 9, 10, or 11 credits per term. Half-time enrollment is 6, 7, or 8 credits per term.

Reciprocity
Wisconsin - Minnesota
Minnesota students pay resident material and program fees while attending WITC, and they are considered non-district state residents for tuition purposes.

Wisconsin - Michigan
A separate reciprocity agreement exists between Gogebic Community College in the upper peninsula of Michigan and WITC that allows residents of the Gogebic Community College district to pay the resident program fee plus $5 per credit for each credit taken at WITC.

Tuition and Fees
Fees are due 10 business days prior to the start of the term. An annual course fee will be assigned for each course. The course fee combines the uniform statewide program and material fees plus any board-established incidental or course fees.

Tuition Fees 2019-2020

Program Fee - $136.50 per credit
All programs are subject to a uniform fee per credit established by the Wisconsin Technical College System Board and state legislature. The rate is subject to change. Certain unique courses and programs are exempt from program fees.

Out-of-State Tuition – resident program fee plus $68.25 per credit
Out-of-state nonresident students pay $136.50 per credit program fee plus $68.25 per credit out-of-state program fee (total $204.75).

Material Fee – $4.50 minimum per course
All courses are subject to a material fee per credit established by the state. These fees vary by both the program the student is in and the different costs of materials used in each course. Certain unique courses and programs are exempt from material fees.

Incidental Fee - $9.25
A per-credit incidental fee is charged to help fund a wide range of services to students including graduation, parking, library and media services, student activities, records processing, health services, and other miscellaneous student support activities.

Supplementary Supplies and Materials – fees vary
Certain classes will require a fee to cover special laboratory costs, supplies, duplication, uniforms, etc.

Credit for Prior Learning Fees
• Challenge Exam - $50 per course
• Skill Demonstration - $90 per course
• Portfolio - $90 per course

Fee for Online and Hybrid Courses - $10 per credit
The instructional fee for all online and hybrid courses is $10 per credit, with a minimum charge of $10 per course.

Application Fee - $30
The nonrefundable $30 application fee must accompany the application for admission for all state- and college-approved credit programs and certificates that are financial aid eligible.

Criminal Background Check Fee - $10
(For Minnesota, there is an additional $20 fee required; for national, an additional $45 fee is required.) This fee is collected by WITC to process background checks from the Wisconsin Department of Justice required under the Caregiver Background Check Law.

Disclaimer: the College is participating in a background check pilot program with CertifiedBackground.com. For some programs, background check fees will vary. Contact the Student Services office for more information.
Payment Options

Students may pay their tuition using the following options:

- Online payment options: credit card, auto debit to checking or savings, or Payment Plan ($300 or more tuition balance and student must be 18 years of age or older).
- Mail or pay in person: credit card, check, money order, cash (if paying in person), or Payment Plan ($300 or more tuition balance and student must be 18 years of age or older).
- Deferring against financial aid - students may defer payment of their tuition and fees if they have anticipated financial aid that fully covers tuition and fees.
- In the event that a student’s financial aid, billing authorization, or personal payment does not fully cover the tuition and fee charges, the student must pay the balance or make satisfactory payment arrangements 10 business days prior to term start.

Tuition Guarantee

WITC affirms that education and training are designed to enable eligible persons to acquire occupational skills necessary for full participation in the workforce.

The WITC Board, in compliance with Wisconsin Statute 38.24(4), provides a fee exemption for up to six credits to a graduate who is unable to obtain employment within six months of graduation or whose employer certifies that the graduate lacks entry-level job skills in the graduate’s field of study.

Applications for fee exemption should be made to the campus dean of students, who will determine if the graduate qualifies for the exemption. To respond to this policy, the board stipulates that a graduate of an associate degree or technical diploma program who is a resident of the state of Wisconsin, is exempt from program and material fees for up to six credits within the same occupational program for which the degree or diploma was awarded if the graduate applies for exemption of fees within six months of graduation and either of the following two conditions apply:

1. Within 90 days after initial employment, the graduate’s employer certifies to the WITC Board that the graduate lacks entry-level job skills and specifies in writing the areas in which the graduate’s skills are deficient.

2. The graduate certifies in writing that all of the following conditions apply:

   a. The graduate has not secured employment in the occupational area in which (s)he received a degree or diploma.

   b. The graduate has demonstrated that (s)he has actively pursued employment in that occupational area.

   c. The graduate has not refused employment in that occupational or related field.

   d. The graduate has actively sought the assistance of the employment assistance services.

Sec. 112 Textbook Information

(d) Provision of ISBN College Textbook Information in Course Schedules. To the maximum extent practicable, each institution of higher education receiving Federal financial assistance shall

1. disclose, on the institution’s Internet course schedule and in a manner of the institution’s choosing, the International Standard Book Number and retail price information of required and recommended college textbooks and supplemental materials for each course listed in the institution’s course schedule used for preregistration and registration purposes, except that

   A. if the International Standard Book Number is not available for such college textbook or supplemental material, then the institution shall provide the Internet course schedule the author, title, publisher, and copyright date for such college textbook or supplemental material; and

   B. if the institution determines that the disclosure of the information described in this subsection is not practicable for a college textbook or supplemental material, then the institution shall so indicate by placing the designation ‘To Be Determined’ in lieu of the information required under this subsection; and

2. if applicable, include on the institution’s written course schedule a notice that textbook information is available on the institution’s Internet course schedule, and the Internet address for such schedule.
**Equal Opportunity Statement**

Wisconsin Indianhead Technical College (WITC) does not discriminate on the basis of race, color, religion, sex, national origin, age, disability or status in any group protected by state or local law in employment, admissions or its programs or activities. WITC offers degrees, diplomas, apprenticeships and certificates in the Emergency Management Services, General Education/ABE, Business, Family & Consumer Services, Allied Health and Trade and Technical divisions. Admissions criteria vary by program and are available by calling the Admissions Office at 800.243.9482.

The following person has been designated to oversee Title IX of the Education Amendments of 1972 and Section 504 of the Rehabilitation Act of 1973 and to handle inquiries regarding the College's nondiscrimination bullying/harassment prevention policies: Amanda Gohde, Affirmative Action/ Equal Opportunity Officer/Director, Human Resources, Administrative Office, 505 Pine Ridge Drive, Shell Lake WI 54871, 715.468.2815 ext. 2240, TTY 711, amanda.gohde@witc.edu.

Amanda Gohde está encargada para supervisar el Título IX de las Enmiendas de Educación de 1972 y la Sección 504 de la Ley de Rehabilitación de 1973 y para atender preguntas sobre de las políticas antidiscriminatorias de la Escuela: Cher Vink, Acción Afirmativa / Oficial de Igualdad de Oportunidades / Director de Recursos Humanos, Oficina Administrativa, 505 Pine Ridge Drive, Shell Lake WI 54871, 715.468.2815 ext. 2240, TTY 711, amanda.gohde@witc.edu.


### 2019-2020 Important Dates for Students

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
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<tbody>
<tr>
<td>May 28</td>
<td>Summer fees due</td>
</tr>
<tr>
<td>May 28</td>
<td>Summer session course fees due at time of enrollment when registration occurs on or after this date</td>
</tr>
<tr>
<td>June 10</td>
<td>First day of summer term</td>
</tr>
<tr>
<td>Mid June</td>
<td>Open enrollment for fall term begins; Web registration open for fall term</td>
</tr>
<tr>
<td>June 17</td>
<td>Financial Aid Census Date for summer term; FINAL eligibility for Financial Aid determined at end of business day</td>
</tr>
<tr>
<td>July 4</td>
<td>Holiday</td>
</tr>
<tr>
<td>August 2</td>
<td>Last day of summer classes</td>
</tr>
<tr>
<td>August 12</td>
<td>Fall term fees due</td>
</tr>
<tr>
<td>August 12</td>
<td>Fall term course fees due at time of enrollment when registration occurs on or after this date</td>
</tr>
<tr>
<td>August 23</td>
<td>New student orientation at all campuses</td>
</tr>
<tr>
<td>August 26</td>
<td>First day of fall term</td>
</tr>
<tr>
<td>September 2</td>
<td>Holiday</td>
</tr>
<tr>
<td>September 9</td>
<td>Financial Aid Census Date for fall term; FINAL eligibility for Financial Aid determined at end of business day</td>
</tr>
<tr>
<td>October 23</td>
<td>Advising/mid-term checkup</td>
</tr>
<tr>
<td>October 22</td>
<td>No daytime or evening credit/non-credit courses (College Inservice)</td>
</tr>
<tr>
<td>October 23</td>
<td>No daytime or evening credit/non-credit courses (Dual Credit Day/New Faculty Orientation)</td>
</tr>
<tr>
<td>Early November</td>
<td>Self-Service enrollment begins for program students on MyWITC (view only on Web)</td>
</tr>
<tr>
<td>November 27-29</td>
<td>Fall recess</td>
</tr>
<tr>
<td>Late November</td>
<td>Spring Self-Service open enrollment begins - no enrollment appointments needed (enrollment available via Web)</td>
</tr>
<tr>
<td>Dec. 21 - Jan. 3</td>
<td>No unofficial transcript or grades viewable in MyWITC</td>
</tr>
<tr>
<td>December 20</td>
<td>Last day of fall term classes</td>
</tr>
<tr>
<td>Dec. 23 - Jan. 17</td>
<td>Winter recess</td>
</tr>
<tr>
<td>January 6</td>
<td>Spring term fees due</td>
</tr>
<tr>
<td>January 6</td>
<td>Spring term course fees due at time of enrollment when registration occurs on or after this date</td>
</tr>
<tr>
<td>January 17</td>
<td>New student orientation</td>
</tr>
<tr>
<td>January 20</td>
<td>First day of spring term</td>
</tr>
<tr>
<td>February 3</td>
<td>Financial Aid Census Date for spring term; FINAL eligibility for Financial Aid determined at end of business day</td>
</tr>
<tr>
<td>March 17</td>
<td>Advising begins for summer and fall terms and mid-year checkup</td>
</tr>
<tr>
<td>March 16-20</td>
<td>Spring recess</td>
</tr>
<tr>
<td>March 21</td>
<td>Graduation Information form for Spring commencement ceremony due</td>
</tr>
<tr>
<td>Early April</td>
<td>Course schedule search (view only) on Web and on MyWITC</td>
</tr>
<tr>
<td>Mid April</td>
<td>Begin self-service registration for program students for summer and fall terms</td>
</tr>
<tr>
<td>Mid April</td>
<td>Open enrollment for summer term</td>
</tr>
<tr>
<td>April 10</td>
<td>Spring Holiday</td>
</tr>
<tr>
<td>May 17-30</td>
<td>No unofficial transcript or grades viewable in MyWITC</td>
</tr>
<tr>
<td>May 15</td>
<td>Last day of spring term classes</td>
</tr>
<tr>
<td>May 15, 2020</td>
<td>Commencement - all campuses</td>
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</tbody>
</table>
WITC has four campuses that are part of the Wisconsin Indianhead Technical College district. Together they serve the educational and career needs of more than 25,000 residents of northwestern Wisconsin each year. Each campus offers career-focused associate degree programs, technical diplomas, customized training for area businesses, and a wide array of courses for personal or career enrichment. WITC is also part of the statewide technical college system.