

**Pathway for Associate of Arts at Gateway Community & Technical College
to
Bachelor of Science in Commerce at Miami University Regionals (Major: Sales Management)**

Catalog Year: 2023-2024

Description

Miami University and Gateway Community & Technical College are parties to an agreement titled Institutional Articulation Agreement between Miami University and Kentucky Community & Technical College System entered into on July 28, 2022 (the "[Agreement](#)"). This Pathway is entered into pursuant to the terms and conditions of the Agreement, and is hereby incorporated into the Agreement by this reference. Except as otherwise set forth, the Agreement is unaffected and shall continue in full force and effect in accordance with its terms.

The Associate of Arts degree at Gateway Community & Technical College partners well with the Bachelor of Science degree in Commerce at Miami University (major in Sales Management).

To graduate with the Bachelor of Science degree in Commerce students must first meet all Miami University admission requirements noted on this on the [Admissions & Aid website](#). Students must also meet Miami's [general requirements for graduation](#), including: (1) completion of 124 credit hours; (2) completion of a minimum of 30 credit hours at Miami of which the final 12 credit hours must be taken at Miami; and (3) attainment of a minimum of a 2.00 cumulative grade point average at the time of graduation.

The plan of study below illustrates: (1) how a student can complete an Associate of Arts degree at Gateway Community & Technical College and how those courses transfer to Miami University, and (2) what courses the student needs to complete at Miami in order to earn the Bachelor of Science degree in Commerce (Sales Management major). Please note the matches in this document indicate specific courses you may be awarded after successfully completing those courses and transferring to Miami University.

Successful completion of an A.A. or an A.S. at KCTCS will allow students to fulfill general education (Miami Plan) requirements at Miami University including English Composition (3), Advanced Writing (3), Social Science (6), Humanities (3), Arts (3), Math/Formal Reasoning (3), and Natural Science with Lab (6), Global Citizenship (3), Intercultural Consciousness (3), plus nine credits of Signature Inquiry Requirements. Students will also need to complete coursework in Global Citizenship (Intercultural Consciousness or Global Inquiry for 3 credits), Knowledge in Action: Experiential Learning (0 credits), and a Senior Capstone (3 credits).

Courses that do not have a Miami University equivalent will be recorded as "T" courses on the student's Miami University academic record. With the assistance of an academic advisor, students can petition for some "T" courses to count toward Miami University degree requirements.

Category 1: Gateway General Education Core Requirements

Gateway Course	Course or Category	Credits	Miami Course	Completed
ENG 101	Writing I (WC)	3	ENG 111	
ENG 102	Writing II (WC)	3	ENG 112	
TBS XXX	Oral Communication (OC)	3	TBD XXX	
TBS XXX	Arts & Humanities (AH) Heritage	3	TBD XXX	
TBS XXX	Arts & Humanities (AH) Humanities	3	TBD XXX	
TBS XXX	Social/Behavioral Sciences (SB)	3	TBD XXX	
TBS XXX	Social/Behavioral Sciences (SB)	3	TBD XXX	
TBS XXX	Social/Behavioral Sciences (SB)	3	TBD XXX	
MAT 150	College Algebra (QR)	3	MTH 122	
STA 220	Statistics (QR)	3	STA 261	
TBS XXX	Natural Science with lab (SL)	4	TBD XXX	
	Subtotal General Education Core Courses	34		

TBS XXX means to be selected by Gateway student.

TBD XXX means to be determined by Miami based on course selected.

For Social and Behavioral Sciences courses, two disciplines must be represented and different from those in the Arts and Humanities category.

Category 2: Gateway AA Requirements

Gateway Course	Course or Category	Credits	Miami Course	Completed
Choose 1: ANT 160 COM 254 WGS 200 HIS 101 HIS 102	Choose 1: Cultural Diversity in the Modern World (SB) Intro to Intercultural Communication (SB) Intro to Women's and Gender Studies (SB) World Civilization I (AH) World Civilization II (AH)	3	Intercultural Consciousness or Global Perspectives TBD XXX	
TBS XXX	Arts and Humanities or Social/Behavioral Sciences or Foreign Language or Oral Communications	3	TBD XXX	
	Subtotal AA Requirement Courses	6		

Category 3: Gateway Electives

Gateway Course	Course or Category	Credits	Miami Course	Completed
FYE 105	Achieving Academic Success	3	EDL 100 + TCE 110	
OST 105	Introduction to Information Systems (DL)	3	CIT 154	
ACC 201	Financial Accounting	3	CMR 101	
BAS 282	Principles of Marketing	3	CMR 105	
BAS 267	Introduction to Business Law	3	CMR 108	
BAS 283	Principles of Management	3	CMR 111	
ACC 202	Managerial Accounting	3	CMR 207	
	Subtotal Elective Courses	21		
	TOTAL Associate Degree Hours	61		

Degree Requirement: One course must be selected from the KCTCS identified Cultural Competence course list in the KCTCS catalog.

Category 4: Miami University Courses

Miami Course Number	Course Title	Credits	Completed
Commerce Core			
CMR 101	Introduction to Accounting I	3	Taken at GCTC
CMR 105	Introduction to Marketing	3	Taken at GCTC
CMR 108	Introduction to Business Law	3	Taken at GCTC
CMR 111	Introduction to Management I	3	Taken at GCTC
CMR 207	Management Planning and Control	3	Taken at GCTC
CMR 211	Economics for Commerce	3	
CMR 244	Introduction to Global Business	3	
CMR 282	Computer-Based Business Analysis	3	
CMR 302	Financial Information for Managers	3	
CMR 495	Strategic Management for Commerce	3	
STA 261	Statistics	4	Taken at GCTC
Sales Management Major			
CMR 261	Customer Service & Satisfaction	3	
CMR 263	Sales and Promotions	3	
CMR 301	Personal Organizational Skills	3	
CMR 362	Business to Business Marketing	3	
CMR 363	Personal Selling	3	
CMR 461	Sales Management	3	
TBD XXX	Experiential Learning	0	
TBD XXX	General Electives	30*	
	Subtotal Miami Courses	63	
	Associate Degree Hours	61	
	Total Bachelor Degree Hours	124	

*Total number of general electives needed at Miami depends on total number of hours transferred from Gateway Community & Technical College. Students must complete a minimum of 30 hours at Miami University and earn a total of 124 hours for the bachelor's degree.

SPECIAL NOTES

1. When applying to Miami University Regionals, please apply early for best course availability. For Fall applicants, we suggest applying in Spring semester.
2. Application Deadlines: Fall Admission – August 1st. Spring Admission – January 1st.
3. Transfer Scholarship Deadlines: Fall Admission – June 1. Spring Admission – December 1. See the Miami Regionals scholarship page for more information: <https://www.miamioh.edu/regionals/tuition-financial-aid/scholarships/index.html>

Link to Miami degree program

<https://bulletin.miamioh.edu/liberal-arts-applied-science/sales-management-bs-commerce/>