

**Associate of Applied Science in Business Management at Sinclair Community College
to
Bachelor of Science in Commerce (Sales Management) at Miami University**

Beginning Catalog Year: 2024-2025

Description

Miami University and Sinclair Community College are parties to an agreement titled **INSTITUTIONAL ARTICULATION AGREEMENT BETWEEN MIAMI UNIVERSITY AND SINCLAIR COMMUNITY COLLEGE** entered into on January 1, 2024 (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.

To graduate with the Bachelor of Science in Commerce degree, students must first meet all Miami University admission requirements noted on the [Admission and 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 Applied Science in Business Management degree at Sinclair Community 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 in Commerce degree. Please note the matches in this document indicate specific courses you may be awarded after successfully completing those courses and transferring to Miami University.

Students completing the OT36 through their General Education credits will have completed most Miami Plan Perspectives Areas and Signature Inquiries. Students entering Miami having completed the OT36 must 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.

To Complete at Sinclair Community College

Course Code and Name	Hours	Miami Equivalent
ACC 1210 Introduction to Financial Accounting	3	CMR 101
BIS 1120 Intro to Software Apps	3	CIT 154
COM 2211 Effective Public Speaking (OT36 Elective)	3	STC 135
ECO 2180 Microeconomics (OT36 Social & Behavioral Sciences)	3	ECO 201 (will cover CMR 211)
ENG 1101 English Composition (OT36 English Composition)	3	ENG 111
ENG 1131 Business Writing	3	BUS 284
LAW 1101 Business Law	3	CMR 108
MAN 1107 Foundations of Business	3	CMR 106
MAN 1110 International Business	3	CMR 244
MAN 2150 Management & Organizational Behavior	3	CMR 111
MAT 1450 Introductory Statistics (OT36 Math, Statistics, & Logic)	4	STA 261
MRK 2100 Foundations of Marketing OR MRK 2101 Principles of Marketing Management	3	CMR 105
OT36: Arts & Humanities Elective OR OT36: Natural & Physical Sciences Elective	3	
MAN 2270 (Management Internship) OR MAN 2279 (Business Management Capstone) OR MAN 2275 (Retail Management Capstone)	3	CMRT**
Any Course in Catalog Elective*	18	
Sinclair Community College Degree Awarded (60-62 hours):	61	

*Recommended Electives:

OT36 Arts & Humanities Elective OR OT36 Natural & Physical Sciences Elective (need 2 courses from each area) (9 hours)

OT36 Social & Behavioral Sciences (not ECO) (3 hours)

Diversity, Equity & Inclusion course

MRK 2102 Principles of Advertising (CMR 263 - Sales and Promotions)

ACC 2212 Managerial Accounting & Finance (CMR 302 - Financial Info for Managers)

To Complete at Miami University

Course Code and Name	Hours
CMR Core Courses	
CMR 207 Management Planning and Control	3
CMR 282 Computer-Based Business Analysis	3
CMR 302 Financial Information for Managers	3
CMR 495 Strategic Management for Commerce (Senior Capstone & Experiential Learning)	3
Sales Management Major Courses	
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
General Electives/Remaining Miami Plan Requirements*	33*
Miami University Degree Awarded (61 hours at Sinclair + 63 hours at Miami):	124 minimum

*Note: Total number of general electives needed at Miami depends on total number of hours transferred from Sinclair Community College. Students must complete a minimum of 30 hours at Miami University.