

## BS: Commerce: Sales Management

*The BS in Sales Management prepares students for a variety of marketing and sales management positions, or to manage a department or advance in their current organization.*

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### Plan Recommendation Chart

	Hours	Course Number or Related Information
<b>Perspectives Area: Formal Reasoning and Communication</b>	<b>9</b>	
Mathematics and Formal Reasoning	3	STA261 Statistics
English Composition	3	ENG111 English Composition or ENG 109
Advanced Writing	3	Choice
<b>Perspectives Area: Science and Society</b>	<b>13+</b>	
Social Sciences #1	3	Choice
Social Sciences #2	3	Choice
Natural Science #1	3	Choice
Lab	1+	Choice
Natural Science #2	3	Choice
<b>Perspectives Area: Arts and Humanities</b>	<b>6</b>	
Creative Arts	3	Choice
Humanities	3	Choice
<b>Perspectives Area: Global Citizenship</b>	<b>12</b>	
Diversity, Equity & Inclusion	3	Choice
Intercultural Consciousness	3	Choice
Global Inquiry	3	CMR244 Introduction to Global Business
Intercultural or Global	3	Choice – any Miami Plan Global Inquiry <b>OR</b> Intercultural Consciousness
<b>Signature Inquiry</b>	<b>9</b>	
Signature Inquiry #1	3	Choice
Signature Inquiry #2	3	Choice
Signature Inquiry #3	3	Choice
<b>Knowledge in Action</b>	<b>3+</b>	
Senior Capstone	3	CMR495 Strategic Management for Commerce
Experiential Learning	0+	CMR401 with SL designation or Choice

# 2024-25 Sales Management Plan of Study

## Year One

Fall Semester	Hours	Spring Semester	Hours
ENG111 College Composition	3	CMR101 Introduction to Accounting	3
CMR111 Introduction to Management	3	CMR108 Introduction to Business Law	3
PA Creative Arts	3	STA261 Statistics	4
PA Natural Science	3-4	PA Humanities	3
ELECTIVE	3	PA Global Citizenship	3
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<b>Total</b>	<b>16-17</b>	<b>Total</b>	<b>16</b>

## Year Two

Fall Semester	Hours	Spring Semester	Hours
CMR105 Introduction to Marketing	3	CMR244 Introduction to Global Business	3
CMR207 Management Planning & Control	3	CMR263 Sales & Promotions	3
CMR211 Economics for Commerce	3	CMR282 Computer-based Business Analysis	3
PA Social Science	3	PA Natural Science	3-4
ELECTIVE	3	ELECTIVE	3
<b>Total</b>	<b>15</b>	<b>Total</b>	<b>15-16</b>

## Year Three

Fall Semester	Hours	Spring Semester	Hours
CMR261 Customer Service & Satisfaction	3	CMR301 Personal Organizational Skills	3
CMR302 Financial Information for Managers	3	CMR363 Personal Selling	3
PA Advanced Writing	3	PA Global Citizenship	3
PA Social Science	3	ELECTIVE	3
ELECTIVE	3	ELECTIVE	3
<b>Total</b>	<b>15</b>	<b>Total</b>	<b>15</b>

## Year Four

Fall Semester	Hours	Spring Semester	Hours
CMR362 Business to Business Marketing	3	CMR495 Strategic Management for Commerce	3
CMR461 Sales Management	3	Exp Learning (CMR401 with SL designation recommended)	3
PA Global Citizenship	3	SI Signature Inquiry or ELECTIVE	3
SI Signature Inquiry or ELECTIVE	3	SI Signature Inquiry or ELECTIVE	3
ELECTIVE	3	ELECTIVE	3
<b>Total</b>	<b>15</b>	<b>Total</b>	<b>15</b>

There is a minimum of 124 hours required to graduate

For advising questions, please contact your assigned advisor or Regional Academic Advising at [regadvising@MiamiOH.edu](mailto:regadvising@MiamiOH.edu) or 513-727-3440



COLLEGE OF LIBERAL ARTS  
AND APPLIED SCIENCE