

Name:	
Social Security Number:	
Advisor:	
Datatel Department Code	BMTMS
COTC Major Number	001012
OBR Subjectcode	521401

**Plan of Study for the Associate of Applied Business Degree in
 Business Management Technology**

Marketing/Sales Option

1. Courses listed on this Plan of Study may have prerequisites; please see the Course Description Section on the COTC Web Page (COTC Current Students Tab).
2. Courses highlighted on this Plan of Study are offered only once a year in the Quarter indicated; courses not highlighted on this Plan of Study may or may not be offered more than once per year.
3. P = This Course has a Portfolio Requirement
4. I = This Course Offered Via the Internet
5. PF = Portfolio Final

Quarter 1 Autumn				Quarter 2 Winter				Quarter 3 Spring			
BMT-2014	Principles of Business	4.00	I/P	BMT-2074	Business Law Today	5.00	I	BMT-2021	Principles of Management	4.00	I
BMT-2022	Principles of Marketing	4.00	I/P	BMT-2470	Organizational Ethics	3.00	I	BMT-2464	Personal Computer Applications in Business	4.00	P
BMT-2071	Team Building	4.00	P	BMT-2485	Public Relations	3.00	I/P	COM-1536	Composition II	4.00	
DMD-3860	Design Software Fundamentals	2.00		CMP-1601	Principles of Computing	1.00		DMD-3836	Mass Media Communications	3.00	
	Non-Technical Elective - Math	5.00		COM-1535	Composition I	4.00					
				DMD-3820	Design Fundamentals	3.00					
	Total	19.00			Total	19.00			Total	15.00	
Quarter 4 Autumn				Quarter 5 Winter				Quarter 6 Spring			
BMT-2025	Microeconomics	4.00	I	ACC-2113	Principles of Accounting - Financial	5.00		BMT-2482	Retail Management	3.00	I
BMT-2480	Service Marketing & Management	3.00	I	BMT-2483	Advertising Concepts/Procedures	3.00	I	BMT-2486	Cases in Marketing/Research	3.00	I/PF
BMT-2481	Salesmanship	3.00	I/P	BMT-2484	Accountable Marketing	3.00	I	BMT-2996	Internship/Service Learning III	3.00	
BMT-2865	Customer Service	3.00	I/P	MTH-1204	Business Mathematics	5.00			Non-Technical Elective - Lab Science	5.00	
COM-1534	Effective Communications	4.00									
	Total	17.00			Total	16.00			Total	14.00	

TOTAL CREDIT HOURS REQUIRED: 100.00

Non Technical Electives: Lab Science		
Total of 5 Credit Hours Required		
CHM-1713	General, Organic, Biochemistry	6.00
BIO-1730	Environmental Science	5.00
BIO-1740	General Biology	5.00
BIO-1745	Human Biology	5.00

Non Technical Electives: Mathematics		
Total of 5 Credit Hours Required		
MTH-1208	Elementary Statistics	5.00
MTH-1210	College Algebra	5.00

Technical Electives
No Technical Electives Required
No Technical Electives Required; However, ACC-2113 plus ACC-2114 together have been approved by the Ohio Board of Regents as meeting the Transfer Assurance Guide (TAG) course requirements. Students wishing to meet the Accounting TAG may choose to enroll in ACC-2114 to complete the Accounting TAG.