

ODE-Sinclair Credit Crosswalk: Business/Finance/Marketing

Business & Administrative Services (C4)

PROFICIENCY

ODE Course	Subject Code	Sinclair Course	Sinclair Course Name	Credit Hours	Notes
International Business	141035	MAN 1110	International Business	3	
Marketing Principles	144000	MRK 2100	Foundations of Marketing	3	
Professional & Technical Sales	144030	MRK 2225	Sales Fundamentals	3	
Financial Accounting	143005	ACC 1100	Small Business Accounting	3	
Finance Foundations	143000	FIN 2450	Personal Finance	3	**There is a Personal Finance CTAG for the Family and Consumer Science Pathway. That CTAG is not approved for this subject code, so this course will remain a Proficiency option on bilateral agreements until changes are made by the state.
Human Resource Management	142035	MAN 2140	Human Resource Management	3	

CTAG

ODE Course	Subject Code	CTAN	Sinclair Course	Sinclair Course Name	Credit Hours	Notes
Supply Chain Management	142025	CTSCM001 - Introduction to Supply Chain Management Technology	MAN 2159	Supply Chain Management Concepts and Applications	3	
Medical Office Management	142015	CTMMS001 - Medical Office Procedures	BIS 2180	Medical Office Simulation	3	
Medical Terminology	072150	CTMT001 - Medical Terminology	HIM 1101	Medical Terminology	3	

Finance (G2)

PROFICIENCY

ODE Course	Subject Code	Sinclair Course	Sinclair Course Name	Credit Hours	Notes
Financial Accounting	143005	ACC 1100	Small Business Accounting	3	
International Business	141035	MAN 1110	International Business	3	
Marketing Principles	144000	MRK 2100	Foundations of Marketing	3	
Professional & Technical Sales	144030	MRK 2225	Sales Fundamentals	3	
Finance Foundations	143000	FIN 2450	Personal Finance	3	**There is a Personal Finance CTAG for the Family and Consumer Science Pathway. That CTAG is not approved for this subject code, so this course will remain a Proficiency option on bilateral agreements until changes are made by the state.

Marketing (S5)

PROFICIENCY

ODE Course	Subject Code	Sinclair Course	Sinclair Course Name	Credit Hours	Notes
Marketing Principles	144000	MRK 2100	Foundations of Marketing	3	
Professional & Technical Sales	144030	MRK 2225	Sales Fundamentals	3	
International Business	141035	MAN 1110	International Business	3	
Human Resource Management	142035	MAN 2140	Human Resource Management	3	
Finance Foundations	143000	FIN 2450	Personal Finance	3	**There is a Personal Finance CTAG for the Family and Consumer Science Pathway. That CTAG is not approved for this subject code, so this course will remain a Proficiency option on bilateral agreements until changes are made by the state.

CTAG

ODE Course	Subject Code	CTAN	Sinclair Course	Sinclair Course Name	Credit Hours	Notes
Supply Chain Management	142025	CTSCM001 - Introduction to Supply Chain Management Technology	MAN 2159	Supply Chain Management Concepts and Applications	3	

General Courses- All Pathways

The following are general tech prep courses available to all pathways but often paired with courses in this pathway. These courses may be taught by academic instructors. To see a comprehensive list of all courses available to all pathways, visit the General Course Offerings page.

PROFICIENCY

<i>ODE Course</i>	<i>Subject Code</i>	<i>Sinclair Course</i>	<i>Sinclair Course Name</i>	<i>Credit Hours</i>	<i>Notes</i>
Business Foundations	141000	MAN 1107	Foundations of Business	3	
N/A		BIS 1120	Introduction to Software Applications	3	<i>PR credit is earned by completing shell content. AA credit is earned by providing proof of Microsoft Office Specialist (MOS) certification.</i>
N/A		BIS 1201	Keyboarding & Document Formatting	3	
N/A		BIS 1400	Customer Service	3	
N/A		MAT 1120	Business Mathematics	3	