

ODE-Sinclair Credit Crosswalk: Business/Finance/Marketing

Business & Administrative Services (C4)

ARTICULATED

ODE Course	Subject Code	Sinclair Course	Sinclair Course Name	Credit Hours	Notes
N/A		BIS 1220	Word Processing Software	3	Proof of passing the Microsoft Office Specialist (MOS) Word Expert certification exam required for credit
N/A		BIS 1240	Presentation Software	2	Proof of passing the Microsoft Office Specialist (MOS) PowerPoint Associate certification exam required for credit
N/A		BIS 1250	Specialized Business Software Application	1	Proof of passing the Microsoft Office Specialist (MOS) Outlook certification exam required for credit
N/A		BIS 1260	Database Software	3	Proof of passing the Microsoft Office Specialist (MOS) Access Expert certification exam required for credit

PROFICIENCY

ODE Course	Subject Code	Sinclair Course	Sinclair Course Name	Credit Hours	Notes
N/A		MAN 1110	International Business	3	No longer aligns to an ODE subject code.
N/A		MAN 1114	Introduction to Sports Management	3	
Professional & Technical Sales	144030	MRK 2225	Sales Fundamentals	3	
N/A		MAN 2101	Introduction to Supervision	3	NEW! Please refer to the Need to Know document for additional information.

CTAG

ODE Course	Subject Code	CTAN	Sinclair Course	Sinclair Course Name	Credit Hours	Notes
Medical Office Management	142015	CTMMS001 - Medical Office Procedures	BIS 2180	Medical Office Simulation	3	
Medical Terminology	072150	CTMT001 - Medical Terminology	HIM 1101	Medical Terminology	2	

Financial Accounting	143005	CTBU010 Introduction to Financial Accounting	ACC 1210	Introduction to Financial Accounting	3	This is a new CTAG for the 23-24 AY.
Introduction to Managerial Accounting	143015	CTBU011 Introduction to Managerial Accounting	ACC 1220	Introduction to Managerial Accounting	3	This is a new CTAG for the 23-24 AY.
Legal Environment of Business	142010	CTBU004	LAW 1101	Business Law	3	NEW!

Logistics and Supply Chain Management (C5)

PROFICIENCY

ODE Course	Subject Code	Sinclair Course	Sinclair Course Name	Credit Hours	Notes
Professional & Technical Sales	144030	MRK 2225	Sales Fundamentals	3	
Marketing Principles	144000	MRK 2100	Foundations of Marketing	3	New FPS - Navdeep Brar navdeep.brar@sinclair.edu

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	
Legal Environment of Business	142010	CTBU004	LAW 1101	Business Law	3	NEW!

Finance (G2)

PROFICIENCY

ODE Course	Subject Code	Sinclair Course	Sinclair Course Name	Credit Hours	Notes
	N/A	MAN 1110	International Business	3	No longer aligns to an ODE subject code.
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.

CTAG

ODE Course	Subject Code	CTAN	Sinclair Course	Sinclair Course Name	Credit Hours	Notes
Financial Accounting	143005	CTBU010 Introduction to Financial Accounting	ACC 1210	Introduction to Financial Accounting	3	This is a new CTAG for the 23-24 AY.
Introduction to Managerial Accounting	143015	CTBU011 Introduction to Managerial Accounting	ACC 1220	Introduction to Managerial Accounting	3	This is a new CTAG for the 23-24 AY.

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	
N/A		MAN 1110	International Business	3	No longer aligns to an ODE subject code.
N/A		MAN 1114	Introduction to Sports Management	3	
N/A		MRK 2135	Digital Marketing	3	NEW! Please refer to the Need to Know document for additional information.

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	
Introduction to Managerial Accounting	143015	CTBU011 Introduction to Managerial Accounting	ACC 1220	Introduction to Managerial Accounting	3	This is a new CTAG for the 23-24 AY.

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					
ODE Course	Subject Code	Sinclair Course	Sinclair Course Name	Credit Hours	Notes
Business Foundations	141000	MAN 1107	Foundations of Business	3	
N/A		ACC 1100	Small Business Accounting	3	Course is now being offered as a PR credit. ODE Subject Code 143005 - Financial Accounting is now matched to ACC 1210 as a CTAG.
N/A		BIS 1120	Introduction to Software Applications	3	PR credit is earned by completing shell. AA credit is earned by providing proof of Microsoft Office Specialist (MOS) certification.
N/A		BIS 1201	Keyboarding & Document Formatting	3	
N/A		BIS 1400	Customer Service	3	
N/A		MAT 1120	Business Mathematics	3	

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N/A	BIS 1250	Specialized Business Software Application	1	<i>Proof of passing the Microsoft Office Specialist (MOS) Outlook certification exam required for credit</i>
N/A	BIS 1260	Database Software	3	<i>Proof of passing the Microsoft Office Specialist (MOS) Access Expert certification exam required for credit</i>