

ODE-Sinclair Credit Crosswalk: Business/Finance/Marketing

Business & Administrative Services (C4)

ARTICULATED

ODE Course	Subject Code	Sinclair Course	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. AY 24-25: Must test using Office 365/2021.
N/A		BIS 1240: Presentation Software	2	Proof of passing the Microsoft Office Specialist (MOS) PowerPoint Associate certification exam required for credit. AY 24-25: Must test using Office 365/2021.
N/A		BIS 1250: Specialized Business Software Application	1	Proof of passing the Microsoft Office Specialist (MOS) Outlook certification exam required for credit. AY 24-25: Must test using Office 365/2021.
N/A		BIS 1260: Database Software	3	Proof of passing the Microsoft Office Specialist (MOS) Access Expert certification exam required for credit. AY 24-25: Must test using Office 365/2021.

CTAG

ODE Course	Subject Code	CTAN	Sinclair Course	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	
Legal Environment of Business	142010	CTBU004	LAW 1101: Business Law	3	

PROFICIENCY

ODE Course	Subject Code	Sinclair Course	Credit Hours	Notes
N/A		BIS 1120: Introduction to Software Applications	3	PR credit is earned by completing eLearn shell content. AA credit is earned by providing proof of Microsoft Office Specialist (MOS) certification. AY 24-25: Must test using Office 365/2021.
N/A		BIS 1230: Spreadsheet Software	3	Graded project along with proof of passing the Microsoft Office Specialist (MOS) Excel certification exam required for credit. AY 24-25: Must test using Office 365/2021.
N/A		MAN 1114: Introduction to Sports Management	3	
N/A		MAN 2101: Introduction to Supervision	3	
Professional & Technical Sales	144030	MRK 2225: Sales Fundamentals	3	

Logistics and Supply Chain Management (C5)					
CTAG					
ODE Course	Subject Code	CTAN	Sinclair Course	Credit Hours	Notes
Supply Chain Management	142025	CTSCM001 - Introduction to Supply Chain Management Technology	MAN 2159: Supply Chain Management Concepts & Applications	3	
Legal Environment of Business	142010	CTBU004	LAW 1101: Business Law	3	
PROFICIENCY					
ODE Course	Subject Code	Sinclair Course		Credit Hours	Notes
Marketing Principles	144000	MRK 2100: Foundations of Marketing		3	
Professional & Technical Sales	144030	MRK 2225: Sales Fundamentals		3	
Finance (G2)					
CTAG					
ODE Course	Subject Code	CTAN	Sinclair Course	Credit Hours	Notes
Financial Accounting	143005	CTBU010 - Introduction to Financial Accounting	ACC 1210: Introduction to Financial Accounting	3	
Managerial Accounting	143015	CTBU011 - Introduction to Managerial Accounting	ACC 1220: Introduction to Managerial Accounting	3	
PROFICIENCY					
ODE Course	Subject Code	Sinclair Course		Credit Hours	Notes
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.
Professional & Technical Sales	144030	MRK 2225: Sales Fundamentals		3	
Marketing (S5)					
CTAG					
ODE Course	Subject Code	CTAN	Sinclair Course	Credit Hours	Notes
Supply Chain Management	142025	CTSCM001 - Introduction to Supply Chain Management Technology	MAN 2159: Supply Chain Management Concepts & Applications	3	
PROFICIENCY					
ODE Course	Subject Code	Sinclair Course		Credit Hours	Notes
N/A		MAN 1114: Introduction to Sports Management		3	
Marketing Principles	144000	MRK 2100: Foundations of Marketing		3	
N/A		MRK 2135: Digital Marketing		3	
Professional & Technical Sales	144030	MRK 2225: Sales Fundamentals		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

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N/A		BIS 1240: Presentation Software	2	Proof of passing the Microsoft Office Specialist (MOS) PowerPoint Associate certification exam required for credit. AY 24-25: Must test using Office 365/2021.
N/A		BIS 1250: Specialized Business Software Application	1	Proof of passing the Microsoft Office Specialist (MOS) Outlook certification exam required for credit. AY 24-25: Must test using Office 365/2021.
N/A		BIS 1260: Database Software	3	Proof of passing the Microsoft Office Specialist (MOS) Access Expert certification exam required for credit. AY 24-25: Must test using Office 365/2021.
Merchandising & Buying	144025	MRK 2145: Principles of Retailing	3	NEW! Credit option for AY 24-25. Proof of passing WebXam Score required for credit

PROFICIENCY

ODE Course	Subject Code	Sinclair Course	Credit Hours	Notes
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 eLearn shell content. AA credit is earned by providing proof of Microsoft Office Specialist (MOS) certification. AY 24-25: Must test using Office 365/2021.
N/A		BIS 1230: Spreadsheet Software	3	Graded project along with proof of passing the Microsoft Office Specialist (MOS) Excel certification exam required for credit. AY 24-25: Must test using Office 365/2021.
N/A		BIS 1201: Keyboarding & Document Formatting	3	
N/A		BIS 1400: Customer Service	3	
Business Foundations	141000	MAN 1107: Foundations of Business	3	
N/A		MAT 1120: Business Mathematics	3	25-26 AY UPDATE: Business Mathematics, 15th Edition; Clendenen, Moninger, Salzman; Pearson; 978-0134697222