

Commerce is the broad system of organizations producing goods and services for their markets to satisfy their stakeholders.

## RECOMMENDED FOUR-YEAR PLAN

### First Year

*First Semester • 15-16 Credit Hours*

**ENG 111** English Composition (3)  
**CMR 111** Introduction to Management (3)  
**MPF IV** Natural Science (3-4)  
**MPF IIA** Creative Arts (3)  
**ELECTIVE** Elective (3)

*Second Semester • 16 Credit Hours*

**CMR 101** Introduction to Accounting (3)  
**CMR 108** Introduction to Business Law (3)  
**STA 261** Statistics (4)  
**MPF IIB** Humanities (3)  
**MPF III** Global Perspectives (3)

*Freshmen are strongly encouraged to take UNV 101 their first semester.*

### Second Year

*First Semester • 15 Credit Hours*

**CMR 105** Introduction to Marketing (3)  
**CMR 207** Management Planning & Control (3)  
**CMR 211** Economics for Commerce (3)  
**MPF IIC** Social Science (3)  
**MP-IP** Intercultural Perspectives (3)

*Second Semester • 15-16 Credit Hours*

**CMR 263** Sales & Promotions (3)  
**CMR 244** Introduction to Global Business (3)  
**CMR 282** Computer-based Business Analysis (3)  
**MPF IV** Natural Science (3-4)  
**MPT** Thematic Sequence (3)

### Third Year

*First Semester • 16 Credit Hours*

**CMR 302** Financial Information for Managers (4)  
**CMR 242** Management Small Business Operations (3)  
**MPT** Thematic Sequence (3)  
**MP-AW** Advanced Writing (3)  
**ELECTIVE** Elective (3)

*Second Semester • 15 Credit Hours*

**CMR 301** Personal Organizational Skills (3)  
**CMR 361** Marketing for the Small Business (3)  
**MPT** Thematic Sequence (3)  
**ELECTIVE** Elective (3)  
**ELECTIVE** Elective (3)

### Fourth Year

*First Semester • 16 Credit Hours*

**CMR 442** Current Issues and Innovation in Small Business (3)  
**CMR 401** Leadership Decision Skills (4)  
**ELECTIVE** Elective (3)  
**ELECTIVE** Elective (3)  
**ELECTIVE** Elective (3)

*Second Semester • 15 Credit Hours*

**CMR 495** Strategic Management for Commerce (3)  
**ELECTIVE** Elective (3)  
**ELECTIVE** Elective (3)  
**ELECTIVE** Elective (3)  
**ELECTIVE** Elective (3)

## CAREER OPTIONS

Small Business Management prepares students to start their own business, operate a franchise, manage a department or advance in their current organization. Graduates can pursue a wide variety of careers ranging from but not limited to:

- Management
- Marketing
- Graduate degree pursuit in related areas
- Professional Sales & Sales Management
- Small Business Owner

## GRADUATION REQUIREMENTS

Students must earn a minimum of 124 credit hours, achieve an overall GPA of 2.0, and a 2.0 in Small Business Management major courses in order to qualify for graduation. Students should consult with their DAR and advisor to ensure degree requirements are met.

<http://bulletin.miamioh.edu/liberal-arts-applied-science/commerce-bs/>

## ELECTIVE COURSEWORK

This major has several elective courses. Electives provide an opportunity to explore other disciplines or interest areas. To make the most of your electives consider completing:

- A Minor
- An Internship
- Study Abroad
- A Co-Major or Second Major
- A Service Learning Experience
- A Career Related Experience

## CONTACT INFORMATION

### Department of Commerce

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## ABBREVIATION KEY

- MP-EL = Experiential Learning
- MPF I = English Composition
- MPF IIC = Social Science
- MPF V = Mathematics, Formal Reasoning, Technology
- MPT = Thematic Sequence
- MPF = Global Miami Plan Foundation
- MPF IIB = Humanities
- MPF IV = Natural Science
- MP-IP = Intercultural Perspectives
- MPF IIA = Creative Arts