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## CERTIFICATE IN SMALL BUSINESS MANAGEMENT

This is designed to prepare an individual for an entry-level position assisting small business managers. Alternatively, this may be for an individual who might want to start their own small business. All the courses required for this certificate may be applied toward the Marketing Management Technology associate degree. **This certificate requires 30 credits.**

*Please note this is a guideline only; your DARS is the official program record*

### **Core Program Requirements:**

- BTE 101 Introduction to Accounting (3)
- BTE 105 Introduction to Marketing (3)
- BTE 106 Introduction to Business & the Economy (3)
- BTE 108 Introduction to Business Law (3)
- BTE 111 Introduction to Management (3)
- BTE 181 Computers & Business (3)

### **Specialized Courses:**

- BTE 203 Computerized Accounting (3)
- BTE 242 Management of Small Business Operations (3)
- Choose **TWO** of the following courses:
  - BTE 261 Customer Service and Sales (3)
  - BTE 266 Consumer Behavior (3)
  - BTE 267 Marketing Research (3)
  - BTE 268 New Product Development (3)

**BTE courses do not satisfy any Bachelor degree in business course requirements and a maximum of 12 credit hours of BTE may be applied.**

*Program and course content are subject to change. This listing was current at the time of its printing and is intended for general informational purposes only. **It should not be relied on to represent your specific requirements.** Generally, you are bound by program requirements that existed at the time you first started at Miami University unless you elect to meet newer requirements. The Degree Audit Report System (DARS) produces an individualized report, which indicates your progress in meeting your specific program requirements. You may obtain a copy from the Records Office or from BannerWeb.*

**Please be sure to consult an adviser in the Business Technology Department regularly, and before starting your program.**