



## **Cecil College and Wilmington University**

### **Associate of Applied Science (A.A.S.) in Sports Management**

to

### **WilmU's Bachelor of Science programs in Sport Management, Business Management, Human Resource Management, Marketing, or Organizational Leadership**

#### **EARLY ADMISSIONS BENEFITS:**

(For Cecil students and alumni that meet the requirements outlined under Student Eligibility Requirements for Early Admissions Benefits)

- Guaranteed admissions to WilmU
- WilmU Application fee waiver
- Early access to a WilmU recruiter, admissions associate, and/or academic advisor 100% online or at a WilmU location
- Program-to-program course maps from a Cecil associate degree through the eligible WilmU bachelor degree
- Ability to enroll at both Cecil and WilmU concurrently
- Opportunity to complete select graduate courses as part of an undergraduate degree at the undergraduate per credit tuition

#### **STUDENT ELIGIBILITY REQUIREMENTS FOR EARLY ADMISSIONS BENEFITS**

- Students currently enrolled or have already completed any of the following Cecil College associated degree programs:
  - Associate of Applied Science in Sports Management
- Submit a WilmU Early Admissions Intent to Enroll Form.
- Enroll in one of the following eligible bachelor degrees at WilmU:
  - Bachelor of Science in Sport Management
  - Bachelor of Science in Business Management
  - Bachelor of Science in Human Resource Management
  - Bachelor of Science in Marketing
  - Bachelor of Science in Organizational Leadership
- Submit an official Cecil transcript with degree conferral to WilmU, and submit all official transcripts from all previously attended institutions. Completion of additional forms may be required for some majors or by enrollment status.

**Associate of Applied Science in Sports Management to Bachelor of Science in Sport Management, Marketing, Business Management, or Organizational Leadership**

Cecil College			CR	Wilmington University Course Equivalents			CR
ACC	101	Accounting I	3	BAC	101	Accounting I	3
ACC	102	Accounting II	3	BAC	102	Accounting II	3
BUS	103	Introduction to Business	3	BBM	102	Introduction to Business	3
BUS	131	Principles of Management	3	BBM	201	Principles of Management	3
BUS	210	Business Law	3	BLA	2XX	Business Law Elective	3
BUS	216	Organizational Leadership	3	BBM	2XX	Business Management Elective	3
CIS	101	Introduction to Computer Concepts	3	CTA	206	Computer Applications	3
ECO	221	Economics – Micro	3	ECO	101	Economics I	3
ECO	222	Economics – Macro	3	ECO	102	Economics II	3
EGL	101	College Composition	3	ENG	121	English Composition I	3
EGL	211	Technical Writing	3	ENG	122	English Composition II	3
SPM	101	Introduction to Sports Management	3	SPM	305	Sport Management I	3
SPM	200	Sports Facilities & Event Management	3	SPM	406	Sport Facilities Management & Planning	3
SPM	201	Sports in American Culture	3	SPM	302	Sociology of Sport	3
PSY or SOC or POS Elect or PSY 101*		PSY or SOC or POS Elective or PSY 101 Introduction to Psychology*	3	SOC/PSY PSY*	XXX 101*	Psychology/Sociology Elective PSY 101 Intro to Psychology*	3
MAT	121	Precalculus <b>or</b>	4	MAT	200	Pre-Calculus <b>or</b>	3
MAT	125	Applied Calculus <b>or</b>		MAT	310	Calculus I <b>or</b>	
MAT*	127*	Intro to Statistics* <b>or</b>		MAT	308	Inferential Statistics <b>or</b>	
MAT	128	Intro to Statistics II		MAT*	312*	Business Statistics* <b>or</b>	
MAT	201	<b>or</b> Calculus w/Analytic Geometry		MAT	310	Calculus I	
				MAT	1XX	Supplemental Math Elective Cr.	1
BUS	191	Introduction to Finance <b>or</b>	3	FIN	300	Applied Concepts in Acc. & Fin. <b>or</b>	3
BUS	207	Introduction to Public Relations		BMK	307	Public Relations <b>or</b>	
BUS*	212*	<b>or</b> Principles of Marketing* <b>or</b>		BMK*	305*	Marketing (SPM 407)* <b>or</b>	
BUS	231	Management of Human Resources		HRM	311	Human Resource Management	
SCI ELECT		Science Elective w/ Lab	4	SCI	XXX	Science Elective	4
SPH	121	Interpersonal Communications <b>or</b>	3	PSY	309	Interpersonal Comm. Skills <b>or</b>	3
SPH*	141*	Public Speaking*		ENG*	131*	Public Speaking*	
ELECT		Elective	1	ELE	1XX	Elective	1
Total			60	Total			60

\*to maximize transfer, the course indicated is the Cecil course recommended and the transfer equivalent at Wilmington University

**Remaining Coursework:**

Students are required to have a minimum of 120 credits to earn a bachelor’s degree. Additional electives may be required to reach this credit amount. See options on subsequent pages.

**Option 1:****B.S. In Sports Management (Remaining Course Requirements)**

#	Course ID	Course Name	CR	Notes
1	MAT 205	Introductory Survey of Mathematics	3	
2	MAT 312	Business Statistics	3	See Note 1
3	CTA 326	Integrating Excel into Business Problem Solving	3	See Note 1
4	BBM 319	Business Ethics	3	See Note 1
5	BBM 320	Business Communications	3	
6	BBM 402	Strategic Management	3	
7	FIN 305	Financial Management	3	
8	SPM 301	Legal and Ethical Issues in Sport	3	
9	SPM 306	Sport Media Relations	3	
10	SPM 400	Seminar in Sport Analysis	3	
11	SPM 405	Sport Management II	3	
12	SPM 407	Sport Marketing and Promotions	3	See Note 1
13	SPM 408	Financing Sport Operations	3	
14	SPM 490	Sport Management Internship I	3	
15	SPM 491	Sport Management Internship II	3	
16-20		Electives or Dual Credit Advantage/Certificate/Minor Options	15	See Note 2
	Certificate and Minor Options: <ul style="list-style-type: none"> <li>• Nonprofit Management Certificate</li> <li>• Sport Analytics Certificate</li> <li>• Sport Media Certificate</li> </ul> Dual Credit Advantage Options: <ul style="list-style-type: none"> <li>• Coursework toward Master of Business Administration or Master of Science in Management</li> </ul>			

**Notes:**

1. WilmU has a credit residency policy of 30 credits. Therefore, additional credits beyond the associate degree requirements can be completed at Cecil College. However, certificate and accelerated options are available at Wilmington University for students with elective space. Students should discuss their options with an advisor. The following courses can be completed at Cecil College to maximize transfer credit:
  - a. ACC 205, Business Spreadsheet Applications for CTA 326, Integrating Excel into Business Problem Solving
  - b. BUS 187, Business Ethics for BBM 319, Business Ethics
  - c. BUS 212, Principles of Marketing for SPM 407, Sport Marketing and Promotions
  - d. MAT 127, Introduction to Statistics for MAT 312, Business Statistics
2. Dual Credit Advantage options allow students to enroll in some graduate coursework that can count toward both the undergraduate and graduate degree. Students must meet the appropriate GPA and other pre-requirements and should discuss this option with an advisor prior to enrolling in WilmU coursework.

**Option 2:**

**B.S. in Marketing – (Remaining Course Requirements)**

#	Course ID	Course Name	CR	Notes
1	MAT 205	Introductory Survey of Mathematics	3	
2	MAT 312	Business Statistics	3	See Note 1
3	BMK 305	Marketing	3	See Note 1
4	CTA 326	Integrating Excel into Business Problem Solving	3	See Note 1
5	BBM 301	Organizational Behavior	3	
6	BBM 320	Business Communications	3	
7	BBM 402	Strategic Management	3	
8	BBM 411 or HRM 311	Operations and Systems Management <b>or</b> Human Resource Management	3	See Note 1
9	BLA 303	Legal and Ethical Environment of Business	3	
10	BMK 308	Global Marketing	3	
11	BMK 320	Consumer Behavior	3	
12	BMK 321	Marketing Research	3	
13	BMK 400	Social Media Marketing	3	
14	BMK 413	Marketing Management	3	
15	BMK 489 or BMK 490	Experiential Learning in Marketing <b>or</b> Marketing Internship	3	
16	FIN 305	Financial Management	3	
17	MIS 320	Management Information Systems	3	
18-19		Upper Level Marketing Electives	6	
20		Electives or Dual Credit Advantage/Certificate/Minor Options	3	See Note 2
	Certificate and Minor Options: <ul style="list-style-type: none"> <li>• Digital Marketing Certificate</li> <li>• Entrepreneurship/Small Business Certificate</li> <li>• Human Resource Management Certificate</li> <li>• Marketing Analysis Certificate</li> <li>• Nonprofit Management Certificate</li> </ul> Dual Credit Advantage Options: <ul style="list-style-type: none"> <li>• Coursework toward Master of Business Administration or Master of Science in Management</li> </ul>			

**Notes:**

1. WilmU has a credit residency policy of 30 credits. Therefore, additional credits beyond the associate degree requirements can be completed at Cecil College. However, certificate and accelerated options are available at Wilmington University for students with elective space. Students should discuss their options with an advisor. The following courses can be completed at Cecil College to maximize transfer credit:
  - a. ACC 205, Business Spreadsheet Applications for CTA 326, Integrating Excel into Business Problem Solving
  - b. BUS 212, Principles of Marketing for SPM 407, Sport Marketing and Promotions
  - c. BUS 231, Management of Human Resources for HRM 311, Human Resource Management
  - d. MAT 127, Introduction to Statistics for MAT 312, Business Statistics
2. Dual Credit Advantage options allow students to enroll in some graduate coursework that can count toward both the undergraduate and graduate degree. Students must meet the appropriate GPA and other pre-requirements and should discuss this option with an advisor prior to enrolling in WilmU coursework.

**Option 3:**

**B.S. in Business Management – (Remaining Course Requirements)**

#	Course ID	Course Name	CR	Notes
1	MAT 205	Introductory Survey of Mathematics	3	
2	MAT 312	Business Statistics	3	See Note 1
3	BMK 305	Marketing	3	See Note 1
4	CTA 326	Integrating Excel into Business Problem Solving	3	See Note 1
5	BBA 301	Introduction to Business Analytics	3	
6	BBM 301	Organizational Behavior	3	
7	BBM 315	Supervisory Management	3	
8	BBM 320	Business Communications	3	
9	BBM 370	Global Business Management	3	
10	BBM 402	Strategic Management	3	
11	BBM 411	Operations and Systems Management	3	
12	BBM 412	Project Management	3	
13	BLA 303	Legal and Ethical Environment of Business	3	
14	FIN 305	Financial Management	3	
15	FIN 306	Corporate Finance	3	
16	HRM 310	Organizational Development	3	
17	HRM 311	Human Resource Management	3	See Note 1
18-20		Electives or Dual Credit Advantage/Certificate/Minor Options	9	See Note 2
	Certificate and Minor Options: <ul style="list-style-type: none"> <li>• Nonprofit Management Certificate</li> <li>• Small Business Management Certificate</li> <li>• Human Resource Management Certificate</li> </ul> Dual Credit Advantage Options: <ul style="list-style-type: none"> <li>• Coursework toward Master of Business Administration or Master of Science in Management</li> </ul>			

**Notes:**

1. WilmU has a credit residency policy of 30 credits. Therefore, additional credits beyond the associate degree requirements can be completed at Cecil College. However, certificate and accelerated options are available at Wilmington University for students with elective space. Students should discuss their options with an advisor. The following courses can be completed at Cecil College to maximize transfer credit:
  - a. ACC 205, Business Spreadsheet Applications for CTA 326, Integrating Excel into Business Problem Solving
  - b. BUS 212, Principles of Marketing for SPM 407, Sport Marketing and Promotions
  - c. BUS 231, Management of Human Resources for HRM 311, Human Resource Management
  - d. MAT 127, Introduction to Statistics for MAT 312, Business Statistics
2. Dual Credit Advantage options allow students to enroll in some graduate coursework that can count toward both the undergraduate and graduate degree. Students must meet the appropriate GPA and other pre-requirements and should discuss this option with an advisor prior to enrolling in WilmU coursework.

**Option 4:****B.S. in Organizational Leadership – (Remaining Course Requirements)**

#	Course ID	Course Name	CR	Notes
1	MAT 205	Introductory Survey of Mathematics	3	
2	MAT 312	Business Statistics	3	See Note 1
3	BBM 304	Personal Branding	3	
4	HRM 311	Human Resource Management	3	See Note 1
5	BMK 305	Marketing	3	See Note 1
6	CTA 326	Integrating Excel into Business Problem Solving	3	See Note 1
7	PSY 101	Introduction to Psychology	3	See Note 1
8	BBM 320	Business Communications	3	
9	BBM 370	Global Business Management	3	
10	BBM 402	Strategic Management	3	
11	BBM 411	Operations and Systems Management	3	
12	BBM 412	Project Management	3	
13	FIN 300	Applied Concepts in Accounting and Finance	3	See Note 1
14	HRM 310	Organizational Development	3	
15	ORG 302	Psychology of Leadership	3	
16	ORG 408	Culture of the Workplace	3	
17	ORG 433	Theoretical View of Organizational Systems	3	
18	ORG 444	Organizational Justice, Ethics, and Social Responsibility	3	
19	PSY 302	Organizational and Industrial Psychology	3	
20	PSY 420	Introduction to Trauma-Informed Approaches	3	
21	BBM 420	Seminar in Organizational Leadership	3	
Certificate Options:				
<ul style="list-style-type: none"> <li>• Human Resource Management Certificate</li> </ul>				
Dual Credit Advantage Options:				
<ul style="list-style-type: none"> <li>• Coursework toward Master of Business Administration or Master of Science in Management</li> </ul>				

**Notes:**

1. WilmU has a credit residency policy of 30 credits. Therefore, additional credits beyond the associate degree requirements can be completed at Cecil College. However, certificate and accelerated options are available at Wilmington University for students with elective space. Students should discuss their options with an advisor. The following courses can be completed at Cecil College to maximize transfer credit:
  - a. ACC 205, Business Spreadsheet Applications for CTA 326, Integrating Excel into Business Problem Solving
  - b. BUS 212, Principles of Marketing for SPM 407, Sport Marketing and Promotions
  - c. BUS 191, Introduction to Finance for FIN 300, Applied Concepts in Accounting and Finance
  - d. BUS 231, Management of Human Resources for HRM 311, Human Resource Management
  - e. MAT 127, Introduction to Statistics for MAT 312, Business Statistics
  - f. PSY 101, Introduction to Psychology for PSY 101, Introduction to Psychology
2. Dual Credit Advantage options allow students to enroll in some graduate coursework that can count toward both the undergraduate and graduate degree. Students must meet the appropriate GPA and other pre-requirements and should discuss this option with an advisor prior to enrolling in WilmU coursework.

**Option 5:**

**B.S. in Human Resource Management – (Remaining Course Requirements)**

#	Course ID	Course Name	CR	Notes
1	ENG 131	Public Speaking	3	See Note 1
2	MAT 205	Introductory Survey of Mathematics	3	
3	MAT 312	Business Statistics	3	See Note 1
4	BBM 301	Organizational Behavior	3	
5	BMK 305	Marketing	3	See Note 1
6	CTA 326	Integrating Excel into Business Problem Solving	3	See Note 1
7	HRM 311	Human Resource Management	3	See Note 1
8	BBM 319	Business Ethics	3	See Note 1
9	BBM 320	Business Communications	3	
10	BBA 301	Intro to Business Analytics	3	
11	FIN 305	Financial Management	3	
12	BBM 402	Strategic Management	3	
13	HRM 305	Staffing Organizations or Co-op	3	
14	HRM 310	Organizational Development or Co-op	3	
15	HRM 350	International Human Resource Management	3	
16	HRM 400	Legal Aspects of Human Resource Management	3	
17	HRM 405	Compensation Administration	3	
18	HRM 450	Strategic Human Capital Management	3	
19	HRM Elective	Upper Level HRM Elective	3	
20	HRM480 or HRM490	Experiential Learning in HRM or Internship in HRM	3	
		Certificate Options: <ul style="list-style-type: none"> <li>Human Resource Management Certificate</li> </ul> Dual Credit Advantage Options: <ul style="list-style-type: none"> <li>Coursework toward Master of Business Administration or Master of Science in Management</li> </ul>		

**Notes:**

1. WilmU has a credit residency policy of 30 credits. Therefore, additional credits beyond the associate degree requirements can be completed at Cecil College. However, certificate and accelerated options are available at Wilmington University for students with elective space. Students should discuss their options with an advisor. The following courses can be completed at Cecil College to maximize transfer credit:
  - a. ACC 205, Business Spreadsheet Applications for CTA 326, Integrating Excel into Business Problem Solving
  - b. BUS 187, Business Ethics for BBM 319, Business Ethics
  - c. BUS 212, Principles of Marketing for SPM 407, Sport Marketing and Promotions
  - d. BUS 231, Management of Human Resources for HRM 311, Human Resource Management
  - e. MAT 127, Introduction to Statistics for MAT 312, Business Statistics
  - f. PSY 101, Introduction to Psychology for PSY 101, Introduction to Psychology
  - g. SPH 141, Public Speaking for ENG 131, Public Speaking
2. Dual Credit Advantage options allow students to enroll in some graduate coursework that can count toward both the undergraduate and graduate degree. Students must meet the appropriate GPA and other pre-requirements and should discuss this option with an advisor prior to enrolling in WilmU coursework.