2014 - 2015 Outline for Mar	keting l	Major -	Professio	nal Selling Track (B.S.B.A	.)	
Common Program Prerequisites (18-21 credits)			Marketing	g Major (24 credits)		
(Must earn a "C" or better in each prerequisite course)	Credits	Grade	•	ed to the Marketing major to enroll and earn a "C	or better in each major o	ourse)
ACG 2021 Financial Accounting	3		Required Co	Credits	Grade	
PR: Sophmore Standing & MAC 1105			MAR 3391	Professional Selling	3	
ACG 2071 Managerial Accounting	3			PR: MAR 3023		
PR: ACG 2021			MAR 3503	Consumer Behavior	3	
ECO 2013 Macroeconomics	3			PR: MAR 3023		
ECO 2023 Microeconomics	3		MAR 3613	Marketing Analysis & Research	3	
ECO 3401 Quantitative Business Tools I	3			PR: ECO 3411 or STA 3032		
PR: MAC 1105			MAR 4803	Marketing Management	3	
CGS 2100C Computer Fund. For Business	3			PR: MAR 3503 & MAR 3613		
ECO 3401 can be substituted with a "C" or better in MAC 2233 & STA 2023 Business Core (31 credits)			MAR 4804	Marketing Strategy	3	
			3.5.4.D. 0.400	PR: MAR 4803	2	
Primary Core: (Must have 3.0 Primary Core GPA and a "C" or better in each course for			MAR 3403	Sales Force Management	3	
Only ONE course can be taken twice	Credits	Grade	MAD 4415C	PR: MAR 3023	2	
FIN 3403C Business Finance PR: Pre-Business Major, ACG 2021 & ECO 2013 or ECO 2023	3		MAR 4415C	Advance Professional Selling PR: MAR 3023	3	
MAN 3025 Management of Organizations	3		MAR 4413C	Strategic Issues in Sales	3	
PR: Pre-Business Major, ACG 2021 & ECO 2013 or ECO 2023	3		WIAK 4415C	PR: MAR 3023	3	
MAR 3023 Marketing ("B or bettter)	3			1 K. M24K 5025		
PR: Pre-Business Major, ACG 2021 & ECO 2013 or ECO 2023	3					
ECO 3411 Quantitative Business Tools II	3					
PR: Pre-Business Major, ECO 3401	3					
GEB 3031 Cornerstone (Discontinued)	4					
OR	·					
ACG 3173 Accounting for Decision Makers	3					
PR: Pre-Business Major, ACG 2021 & ACG 2071	3					
TR. Tre-Dusiness Wajor, Treo 2021 & Treo 2071						
Secondary Core: (Must be admitted to Marketing major to enroll)	Credits	Grade				
BUL 3130 Legal & Ethical Environments of Business	3					
MAR 3203 Supply Chain Management ("C" or bettter)	3					
GEB 3375 Introduction to International Business	3					
Constant Production Line Constant	o "					
Career Professionalism Core Courses:	Credits	Grade				
GEB 3003 Career Research & Planning	1					
PR: Pre-Business Major, ACG 2021 & ECO 2013 or ECO 2023	4					
GEB 3005 Career Search Strategy PR: GEB 3003	1					
	1					
GEB 4223 Business Interviewing Techniques PR: GEB 3005	1					
GEB 4004 Executing Your Career Plan	1					
PR: GEB 4223	1					
Recommended graduating semester:	Credits	Grade				
0 0	3					
PR: Admitted to Marketing major, Senior Standing, Primary Core Complete	-					

^{*}This serves as an <u>unofficial</u> worksheet to help you plan your degree.



ACADEMIC ADVISING MEETING NOTES

Last Name: First Name: OPD Staff: Date: Date: PID: Email: Phone: Framil: Phone: GPA and Admissions UPG FGPA: CBA GPA: Major GPA: Retakes: Primary Core GPA: Major Grade: Lack of Progress - College: Lack of Progress - Major: Academic Plan Semester/Year: Prefix Course ID Hours Prefix Course ID Hours Total Hours: Total Hours: T	Personal Inf	ormation:										
Major: Minor: Grade Forgiveness Left: GPA and Admissions UCF GPA: CBA GPA: Major GPA: Retakes: Holds Academic Probation: Lack of Progress – College: Lack of Progress – Major: Semester/Year: Prefix Course ID Hours Prefix Course ID Hours Total Hours: Total Hours: Total Hours: Total Hours:	·						OPD Staff	,		Da	ate:	
GPA and Admissions UCF GPA: CBA GPA: Major GPA: Retakes: Holds Academic Probation: Lack of Progress – College: Lack of Progress – Major: Academic Plan Semester/Year: Prefix Course ID Hours Prefix Course ID Hours Total Hours: Total Hours: Total Hours: Total Hours:												
UCF GPA: CBA GPA: Major GPA: Retakes:	Major:		Mi	nor:			Gra	Grade Forgiveness Left:				
UCF GPA:												
Major Grade: Retakes:		missions			35.000							
Holds Academic Probation: Lack of Progress – College: Lack of Progress – Major: Academic Plan Semester/Year: Prefix Course ID Hours Prefix Course ID Hours Total Hours: Total Hours: Total Hours: Total Hours: Total Hours: Lack of Progress – Major: Semester/Year: Prefix Course ID Hours Prefix Course ID Hours Total Hours: Total Hours: Total Hours:									-	,		
Academic Probation: Lack of Progress – College: Lack of Progress – Major: Academic Plan Semester/Year: Prefix	Primary Con	e GPA:			Major Graue	e:		į r	etakes:			
Academic Plan Semester/Year: Prefix Course ID Hours Prefix Course ID Hours Total Hours: Total Hours: Semester/Year: Prefix Course ID Hours Prefix Course ID Hours Total Hours:	Holds											
Semester/Year: Prefix Course ID Hours Prefix Prefix Course ID Hours Prefix Prefix Course ID Hours Prefix P	Academic Pr	obation:		Lack of F	rogress – Col	llege:		La	ck of Progress	– Majo	r:	
Semester/Year: Prefix Course ID Hours Prefix Prefix Course ID Hours Prefix Prefix Course ID Hours Prefix P											·	
Prefix Course ID Hours Prefix Course ID Hours Prefix Course ID Hours Total Hours: Total Hours: Total Hours: Total Hours: Total Hours: Total Hours:								- _F				
Total Hours: Total Hours: Total Hours: Total Hours:								_				
	Prefix	Course ID	Hours	P	refix	Course ID	Hours] [Prefix	Cou	rse ID	Hours
] []				T
				1				-				
				-				-				
								-			·	
				_								
				_			<u> </u>		1	_	_	
Advisor Notes	Total Hours:			Tota	al Hours:		7 [Total Hours:				
Advisor Notes								_ L				
	Advisor Note	es										
	710010011111											