2015 - 2016 Outline for Marketing Major - Professional Selling Track (B.S.B.A.)									
Common	Program Prerequisites (18-21 credits)			Marketing Major (27 credits)					
	C" or better in each prerequisite course)	Credits	Grade		d to the Marketing major to enroll and earn a "C" or better in	each major cou	ırse)		
ACG 2021	Financial Accounting	3			urses (27 credits)	Credits	Grade		
	e Standing & MAC 1105			MAR 3615	Marketing Analysis	3			
ACG 2071	Managerial Accounting	3			to Marketing major				
PR: ACG 202	2			MAR 3391	Professional Selling	3			
ECO 2013	Macroeconomics	3			to Marketing major				
ECO 2023	Microeconomics	3		MAR 3503	Consumer Behavior	3			
ECO 3401	Quantitative Business Tools I	3			to Marketing major				
PR: MAC 110				MAR 3613	Marketing Research	3			
CGS 2100C	Computer Fund. For Business	3		PR: MAR 3615	0				
***ECO 3401	can be substituted with a "C" or better in MAC 2233 & STA 2023**	*		MAR 3721	Digital Media Marketing	3			
	Core (31 credits)				to Marketing major				
	re: (Must have 3.0 Primary Core GPA and a "C" or better in each cours	o for admin	sion into maion	MAR 4418	Strategic Sales Force Management	3			
	te: (Must have 3.0 Primary Core GPA and a C or better in each course can be taken twice**	Credits	Grade	PR: MAR 3391	orategie sales Poice management	3			
FIN 3403C	Business Finance	3	Grade	MAR 4804	Marketing Strategy	3			
	ess Major, ACG 2021 & ECO 2013 or ECO 2023	3		PR: MAR 3613	Marketing Strategy	3			
MAN 3025	Management of Organizations	3		MAR 4415C	Advanced Professional Selling	3			
	ess Major, ACG 2021 & ECO 2013 or ECO 2023	3			to Professional Selling Track & MAR3391	3			
MAR 3023	Marketing ("B" or better)	3		MAR 4413C	Advanced Professional Selling	3			
	ess Major, ACG 2021 & ECO 2013 or ECO 2023	3			to Professional Selling Track, MAR3391 & MAR4415C	3			
ECO 3411	Quantitative Business Tools II	3		r. mannssion	to Froicessional beining frack, With 5571 & With 44150				
	ess Major, ECO 3401	3							
ACG 3173	Accounting for Decision Makers	3							
	ess Major, ACG 2021 & ACG 2071	3							
r. re-bushi	CSS 141a)01, 11CO 2021 & 11CO 2071								
Secondary (Core: (Must be admitted to Marketing major to enroll)	Credits	Grade						
BUL 3130	Legal & Ethical Environments of Business	3	Grade						
MAR 3203	Supply Chain Management ("C" or better)								
GEB 3375	Introduction to International Business	3							
GED 3373	introduction to international Business	5							
Career Prof	essionalism Core Courses:	Credits	Grade						
GEB 3003	Career Research & Planning	1	Grade						
	ess Major, ACG 2021 & ECO 2013 or ECO 2023	•							
GEB 3005	Career Search Strategy	1							
PR: GEB 300		•							
GEB 4223	Business Interviewing Techniques	1							
PR: GEB 300	9 1	•							
GEB 4004	Executing Your Career Plan	1							
PR: GEB 422	9	•							
120 020 122	•								
Graduating	Semester Core:	Credits	Grade						
MAN 4720	Strategic Management/Capstone	3							
	o 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:											
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