

CURRICULUM IN MARKETING
Bachelor of Arts Degree
Professional Sales Concentration

2017-2018

Name: _____

W# _____

	D	M	S	GRADE	Hrs	QP
<u>ACCOUNTING (6 hrs)</u>						
ACCT 200	*	*			3	0
ACCT 225	*	*			3	0
<u>BUSINESS LAW (3 hrs)</u>						
BLAW (MGMT) 231	*	*			3	0
<u>ECONOMICS (9 hrs)</u>						
ECON 201	*	*			3	0
ECON 202	*	*			3	0
ECON 333	*	*			3	0
<u>FINANCE (3 hrs)</u>						
FIN 381	*	*			3	0
<u>MANAGEMENT (12 hrs)</u>						
MGMT 240 (GBBT 234)	*	*			3	0
+ MGMT 351	*	*	*		3	0
MGMT 425	*	*			3	0
φ MGMT 464	*	*			3	0

PROFESSIONAL SALES
CONCENTRATION COURSES (30 hrs)

+ MRKT 303	*	*	*		3	0
+ MRKT 319	*	*	*		3	0
+ MRKT 321	*	*	*		3	0
+ MRKT 331	*	*	*		3	0
+ MRKT 421	*	*	*		3	0
+ MRKT 425	*	*	*		3	0
+ MRKT 432	*	*	*		3	0
+ MRKT 444	*	*	*		3	0
+ MRKT 300+ Elective _____	*	*	*		3	0

OPERATIONS MGMT & INFO SYSTEMS (12 hrs)

OMIS 210	*	*			3	0
OMIS 320	*	*			3	0
OMIS 350	*	*			3	0
OMIS 360	*	*			3	0
OMIS 430	*	*			3	0

ENGLISH (9 hrs) / COMM (3 hrs)

	D	M	S	GRADE	Hrs	QP
ENGL 101	*	*			3	0
ENGL 102	*	*			3	0
ENGL 230, 231, or 232	*	*			3	0
COMM 211	*	*			3	0

MATH (6 hrs)

¹ MATH 105 or MATH 151/161	*	*			3	0
MATH 241	*	*			3	0

NATURAL SCIENCES (9 hrs)

BIOL SCI _____	*	*			3	0
PHYS SCI _____	*	*			3	0
2 nd NAT SCI SEQ _____	*	*			3	0

OTHER (9 hrs)

HIST ELEC _____	*	*			3	0
ART, MUS, DNC, or THEA ELEC _____	*	*			3	0
*** SE 101	*	*			2	0
*** MGMT 101	*	*			1	0

ELECTIVES (9 hrs)

_____	*	*			3	0
_____	*	*			3	0
_____	*	*			3	0

- Total Semester Hours Required: 120
- Total Major Hours Required: 30
- 1/2 business courses and 1/2 major courses must be taken at SLU.
- 30 Additional hours are required for second degree.

¹ Students with ACT Math score of 20 or below will take Math 155.

+Major Courses

φ Must not be taken before final 24 hour needed to graduate

- Credit towards degree will NOT be granted for both MGMT 425 & MRKT 443

- Credit towards degree will NOT be granted for both MGMT 210 & CMPS 110

*** Students transferring in to Southeastern with 30 or more hours are not required to complete SE 101 or MGMT 101 and should take a total of 12 credit hours of electives. SLU students who change their major to Management with 30 or more hours do NOT need to take MGMT 101 and will make up the difference in electives.

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