

**Marketing Major: Professional Selling  
Bachelor of Science  
2008-2009 Catalog**

Bulletin \_\_\_\_\_

**Unofficial - For Advising  
Purposes Only**

**University Core Courses**

	Course	Hrs	Semester	Grade	Course Pre-Reqs
English Composition	ENGL 101	3	_____	_____	*
	ENGL 102	3	_____	_____	*
English Literature Elective <sup>1</sup>	ENGL _____	3	_____	_____	ENGL 102
Math Courses	MATH 101	3	_____	_____	*
	MATH 106	3	_____	_____	* MATH 101
Freshman Studies	FRST _____	1	_____	_____	
History Sequence (6 hrs) <sup>2</sup>	HIST _____	3	_____	_____	
	HIST _____	3	_____	_____	
Nat Science (9 hrs) <sup>3</sup>	_____	3	_____	_____	
	_____	3	_____	_____	
Sequence-2nd Course	_____	3	_____	_____	1st Course
Computer Literacy OIS 200 or C	CMPS 101	3	_____	_____	MATH 101
PSYC or SOCI Elect. (3 hrs) <sup>4</sup>	_____	3	_____	_____	
Arts Elective (3 hrs) <sup>5</sup>	_____	3	_____	_____	
SPCH	SPCH 101	3	_____	_____	
BSAD	BSAD 101	3	_____	_____	

<sup>1</sup>Allowed Literature electives are:  
210, 251, 252, 253, 254, 255, 256,  
306, 315, 316

<sup>2</sup>Allowed History sequences are:  
(101,102); (105,106); (150,151);  
or (255,256)

<sup>3</sup>Must include both Physical and  
Biological Sciences. A two course  
sequence must be taken from:  
ASTR 101,102  
BIOL (105,106); (114,116);  
or (155,156)  
CHEM (101,102); or (101,208);  
(105,106); or (221,222)  
GEOL (101,102); or (211,212)  
PHSC (101,102); (101,103);  
or (102,103)  
PHYS (101,102); or (201,202)

**Electives**

Electives (6 hrs)	_____	3	_____	_____	See Catalog
	_____	3	_____	_____	See Catalog
Bus. Elective (300+ Level)	_____	3	_____	_____	See Catalog

<sup>4</sup>Selected from:  
PSYC or SOCI

**Business Core Courses**

Accounting	ACCT 205	3	_____	_____	^ MATH 101, SO
	ACCT 206	3	_____	_____	^ ACCT 205
Legal Environment	BSAD 221	3	_____	_____	^ SO
Business Communications	_____ 310	3	_____	_____	^ ENGL 102; JR
Management Info Systems	CIS 231	3	_____	_____	^ CMPS 101; SO
Economics	ECON 211	3	_____	_____	^ ENGL 101
	ECON 212	3	_____	_____	^ ECON 211
Finance	FINC 302	3	_____	_____	^ ACCT206,ECON212, QBA 282
Management	MNGT 301	3	_____	_____	^ ENGL 102; JR
	MNGT 368	3	_____	_____	^ QBA 285, JR
Quantitative Analysis	QBA 282	3	_____	_____	^ MATH 106; SO
	QBA 285	3	_____	_____	^ QBA 282
Capstone: Bus Policy	BSAD 490	3	_____	_____	* LAST 18 HRS, MKTG300,MNGT301, FINC 302,BSAD 310

<sup>5</sup>Selected from:  
ART, MUS, SPCH 300,  
FNAR 301, 302

\* = Grade of "C" Required  
^ = Only one "D" Allowed

All 300 - 400 level Business courses  
require completion of **60** hours of  
**non-remedial** coursework.

Students must earn at least 45  
semester hours in courses numbered  
300 or above.

Other Courses and Notes:

**Major Courses**

	MKTG 300	3	_____	_____	* ENGL 102, JR
	MKTG 360	3	_____	_____	* MKTG 300 Co-req
	MKTG 485	3	_____	_____	* MKTG 300; QBA 282
	MKTG 490	3	_____	_____	* 12 HRS MKTG
	MKTG 320	3	_____	_____	* MKTG 300
	MKTG 420	3	_____	_____	* MKTG 320
	MKTG 470	3	_____	_____	* MKTG 300
	MKTG 481	3	_____	_____	* MKTG 300
	MNGT 367	3	_____	_____	* See Catalog

Expected Graduation Date:  
Semester \_\_\_\_\_ Year \_\_\_\_\_

**TOTAL 121**

Advisor Signature

Date

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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\_\_\_\_\_  
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Last Semester GPA \_\_\_\_\_