

Degree Plan: **Marketing – Professional Sales Concentration**
(MKTS)
2022-2023 Catalog

	Course	Hrs	Semester	Grade	*	Prerequisites
University Core Courses (45 Hours)						
Natural Science (9 Hrs) ¹	BIOL _____	3				
	_____	3				
	_____	3				
BSAD	BSAD 101	3				No JR or SR in CBA
English Comp	ENGL 101	3			*	
	ENGL 102	3			*	ENGL 101
University Studies	UNIV 101	1				
Humanities ^{2, 6}	_____	3				
	_____	3				
	_____	3				
Math	MATH 100/101	5/3			*	
	MATH 106	3			*	MATH 100/101
Oral Communications	SPCH 101	3				
Computer Literacy	OIS 200	2			*	MATH 100/101
Social Science Elect ³	_____	3				
Fine Arts Elective ⁴	_____	3				
Business Core Courses (42 Hours)						
Accounting	ACCT 205	3			*	MATH 100/101; SO
	ACCT 206 or 306	3			*	ACCT 205
Legal Environment	BSAD 221	3			*	
Business Communication	BSAD or ENGL 310	3			*	ENGL 102
Management Info Systems	CIS 231	3			*	OIS 200
Economics	ECON 211	3			*	ENGL 101, MATH 100/101
	ECON 212	3			*	ECON 211
Finance	FINC 302	3			*	ACCT 206 or 321, ECON 211 or 255 & 212, QBA 282
Marketing	MKTG 300	3			*	ENGL 102
Management	MNGT 301	3			*	ENGL 102
	MNGT 368	3			*	QBA 283
Quantitative Analysis	QBA 282	3			*	MATH 106, OIS 200
	QBA 283	3			*	OIS 200, QBA 282
Capstone ⁵	BSAD 490	3			*	
Required Business Courses/Electives (33 Hours)						
Business Elective 300+ ⁶	_____	3			*	
Business Elective 300+ ⁶	_____	3			*	
Marketing	MKTG 360	3			*	MKTG 300
	MKTG 470	3			*	MKTG 300
	MKTG 485 ⁷	3			*	
	MKTG 490	3			*	12 hours MKTG
Professional Sales:						
	MKTG 320	3			*	MKTG 300
	MKTG 420	3			*	MKTG 320
	MKTG 481	3			*	MKTG 300
Approved Elective ^{6, 8}	MKTG _____	3			*	
Approved Elective ^{6, 8}	_____	3			*	
TOTAL		120				

NAME			
ID#			
PHONE			
BULLETIN			
EXPECTED GRADUATION DATE		LAST SEMESTER GPA	

Career Ready Courses¹⁰					
	Course	Hrs	Semester	Grade ⁷	Prerequisites
Management	MNGT 151	0			
	MNGT 251	0			MNGT 151
	MNGT 252	0			MNGT 151
	MNGT 351	0			MNGT 151

¹ **Natural Science:** Must include both Physical and Biological Sciences. Six hours shall be earned in a single biological or physical science. Must earn 9 hours total. No sequence required.

- Biological Science: BIOL
- Physical Sciences: ASTR, CHEM, GEOL, PHSC, PHYS

² **Humanities:** 9 hours shall be earned from any of the Humanities courses listed with no more than 6 hours from any one discipline (e.g., literature, history, philosophy, etc.). Go to the following website for a list of Humanities. <https://www.nicholls.edu/general-education/>

³ **Social Science Elective** selected from: PSYC, SOCI

⁴ **Fine Arts Elective:** Go to the following website for a list of approved Fine Arts Electives. <https://www.nicholls.edu/general-education/>

⁵ **Must be taken in last 18 hours.** Prereqs are MKTG 300, MNGT 301, FINC 302, and BSAD 310.

⁶ **Prerequisites:** See Catalog for a complete description of course pre-requisites

⁷ **Prerequisites:** QBA 283, BSAD 310, or ENGL 310, & 9 hours of MKTG

⁸ Choose One:
MKTG 350, 430, 435, 450, 460, 470, 475, 486

⁹ Choose One:
CIS 340
FINC 328, 341, 356, 410, 450, 456
MNGT 367, 370, 420
MKTG 350, 430, 435, 450, 460, 470, 475, 486

¹⁰ **Career Ready U I-IV,** required for all CBA majors. S or U (Satisfactory or Unsatisfactory) grade given.

Note: All 300-400 level COB courses require completion of 54 hours of **non-remedial** coursework. ACCT 306 may NOT serve as a business elective.

*** Must complete with a C or better**
% - Transfer credit from other universities

Advisor Signature	Date	Notes

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