

University Core Courses (45 Hours)						
	Course	Hrs	Semester	Grade	*	Prerequisites
Natural Science (9 Hrs) <sup>1</sup>	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 <sup>2, 6</sup>	_____	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 <sup>3</sup>	_____	3				
Fine Arts Elective <sup>4</sup>	_____	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, 54 hr
Management	MNGT 301	3			*	ENGL 102, 54 hr
	MNGT 368	3			*	QBA 283
Quantitative Analysis	QBA 282	3			*	MATH 106, OIS 200
	QBA 283	3			*	OIS 200, QBA 282
Capstone <sup>5</sup>	BSAD 490	3			*	
Required Business Courses/Electives (33 Hours)						
Business Elective 300+ <sup>6</sup>	_____	3			*	
Business Elective 300+ <sup>6</sup>	_____	3			*	
Marketing	MKTG 360	3			*	MKTG 300
	MKTG 470	3			*	MKTG 300
	MKTG 485 <sup>7</sup>	3			*	
	MKTG 490	3			*	12 hours MKTG
<b>Professional Sales:</b>						
	MKTG 320	3			*	54 Hours
	MKTG 420	3			*	MKTG 320
	MKTG 481	3			*	MKTG 300
Approved Elective <sup>6, 8</sup>	MKTG _____	3			*	
Approved Elective <sup>6, 8</sup>	_____	3			*	
<b>TOTAL</b>		<b>120</b>				

Degree Plan: **Marketing – Professional Sales Concentration**  
**UNOFFICIAL – FOR ADVISING PURPOSES ONLY**  
**(MKTS)**  
**2024-2025 Catalog**

NAME	
ID#	
PHONE	

<sup>1</sup> **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

<sup>2</sup> **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/>

<sup>3</sup> **Social Science Elective** selected from: PSYC, SOCI

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

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

<sup>6</sup> **Prerequisites:** See Catalog for a complete description of course pre-requisites

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

<sup>8</sup> Choose One:  
MKTG 350, 430, 435, 450, 460, 470, 475, 486

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

**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

Notes

