

# DEGREE PLAN - Marketing

## Sales Management Option



**Student:** \_\_\_\_\_ **Major:** Marketing

**Vandal #:** \_\_\_\_\_ **Emphasis/Option:** Sales Management

**Date:** \_\_\_\_\_ **Type:** B.S. Business **Total Transfer Credits:** \_\_\_\_\_

### Freshman Year

FIRST SEMESTER	CR	SECOND SEMESTER	CR
BUS 190 Integrated Business & Value Creation	3	ECON 201 Introduction to Macroeconomics	3
MATH 143 Pre-Calculus	3	<i>American Diversity Elective</i>	3
ENGL 102 Writing & Rhetoric	3	<i>Humanities Elective</i>	3
<i>1st Natural Science &amp; Lab</i>	4	<i>2nd Natural Science &amp; Lab</i>	4
COMM 101 Fundamentals of Public Speaking	2	PHIL 208 Business Ethics	3
<b>Total Credits</b>	<b>15</b>	<b>Total Credits</b>	<b>16</b>

### Sophomore Year

FIRST SEMESTER	CR	SECOND SEMESTER	CR
ACCT 201 Financial Accounting	3	ACCT 202 Managerial Accounting	3
ECON 202 Principles of Microeconomics	3	MKTG 321 Marketing	3
BLAW 265 Legal Environment of Business	3	MHR 310 Leading Organizations and People	3
STAT 251 Statistical Methods	3	<i>International Elective</i>	3
<i>Advanced Writing</i>	3	<i>Social Science Elective</i>	3
<b>Total Credits</b>	<b>15</b>	<b>Total Credits</b>	<b>15</b>

### Junior Year

FIRST SEMESTER	CR	SECOND SEMESTER	CR
FIN 301 Financial Resources Management	3	BUS 354 Business Analytics	3
MKTG 321 Marketing	3	MKTG 324 Consumer Behavior	3
MIS 350 Managing Information	3	AGEC 333 Introduction to Sales	3
OM 370 Process Management	3	<i>Upper Division Economics Elective</i>	3
<i>Free Elective</i>	3	<i>Free Elective</i>	3
<b>Total Credits</b>	<b>15</b>	<b>Total Credits</b>	<b>15</b>

### Senior Year

FIRST SEMESTER	CR	SECOND SEMESTER	CR
MKTG 421 Marketing Research & Analysis	3	BUS 490 Strategic Management	3
MKTG 422 Sales Management	3	MKTG 428 Marketing Management	3
AGEC 433 Advanced Sales/Sales Internship/BUS 429 Vandal Solutions	3	<i>Sales Elective</i>	3
<i>Sales Elective</i>	3	<i>Business Elective</i>	3
<i>Free Elective</i>	3	<i>International Elective</i>	3
<b>Total Credits</b>	<b>15</b>	<b>Total Credits</b>	<b>15</b>

An average semester has 15 credits | Courses with choices/electives are shown by *italics*—options found in your Degree Audit | Updated Dec. 2021