

# MARKETING SALES

## REQUIREMENTS

**CORE CURRICULUM** The Core Curriculum is designed to foster critical thinking skills and introduce students to basic domains of thinking that transcend disciplines. The Core applies to all majors. Information on specific classes in the Core can be found at [marshall.edu/gened](http://marshall.edu/gened).

### CORE 1: CRITICAL THINKING

CODE	COURSE NAME	HRS	GRADE
FYS 100	First-Year Seminar	3	_____
PSY 201	Critical Thinking Course	3	_____
ACC 215	Critical Thinking Course	3	_____

### CORE 2:

CODE	COURSE NAME	HRS	GRADE
ENG 101	Beginning Composition	3	_____
ENG 201	Advanced Composition	3	_____
CMM 207	Bus & Prof Communication	3	_____
STA 150	Fundamentals of Statistics	3	_____
STA 150L	Fundamentals of Statistics Lab	1	_____
_____	Core II Natural/Physical Science	4	_____
_____	Core II Humanities	3	_____
PSY 201	General Psychology (CT)	3	_____
_____	Core II Fine Arts	3	_____

### Additional University Requirements

ENG 204	Writing Intensive	3	_____
MGT 460	Writing Intensive	3	_____
MKT 371	Multicultural or International	3	_____
MKT 465	Capstone	3	_____

## COLLEGE

All business majors are required to take core business courses. They are as follows:

CODE	COURSE NAME	HRS	GRADE	CODE	COURSE NAME	HRS	GRADE
ENG 204	Writing for the Workplace	3	_____	MIS 200	Bus Computer Applications	3	_____
ACC 215	Intro Financial Accounting (CT)	3	_____	MIS 290	Principles of MIS	3	_____
ACC 216	Intro Managerial Accounting	3	_____	MGT 218	Business Quantitative Methods	3	_____
ECN 250	Principles of Microeconomics	3	_____	MGT 320	Principles of Management	3	_____
ECN 253	Principles of Macroeconomics	3	_____	MGT 460	Strategic Management	3	_____
FIN 323	Principles of Finance	3	_____	MKT 340	MKT Concepts and Applications	3	_____
LE 207	Legal Environment of Business	3	_____	_____	CMM Studies Elective	3	_____

## MAJOR

Students who wish to major in Marketing with an area of emphasis in Sales must take the following courses:

CODE	COURSE NAME	HRS	GRADE	CODE	COURSE NAME	HRS	GRADE
MKT 231	Principles of Selling	3	_____	_____	Sales Elective	3	_____
MKT 341	Integrated MKT Communications	3	_____	_____	Free Elective	3	_____
MKT 437	Consumer Behavior	3	_____	_____	Free Elective	3	_____
MKT 375	Business to Business Marketing	3	_____	_____	Free Elective	3	_____
MKT 371	International Marketing	3	_____	_____	Free Elective	3	_____
MKT 440	Sales Management	3	_____	_____	Free Elective	3	_____
MKT 442	Marketing Research	3	_____	_____	Free Elective	3	_____
MKT 465	Strategic Marketing	3	_____	_____	Free Elective	3	_____
_____	Sales Elective	3	_____				

## MAJOR INFORMATION

- The total number of free electives required depends on the number of hours completed in STA (150 or 150B) and ENG (101 or 101P) and the number of hours that can be double-counted toward multiple degree requirements.
- MKT 465 is the capstone course for all Marketing majors. It is normally taken in the senior year.
- The Communication Studies Elective can be met by taking one of the following courses: CMM 302, 308, 315, 319, or 322.
- Multicultural or International additional university requirement met with International Business Elective.
- Sales Electives- MKT 445, MGT 428, JMC 390, CMM 302, 308. CMM 302 and 308 may not count as both a CMM Elective and Sales Elective.
- MKT 371 must be taken to meet the International Business requirement.
- Please check with advisor about course offerings. Not all classes will be offered every semester.

General Education Requirement  
 College Requirement  
 Major Requirement  
 Area of Emphasis

Milestone Course: This is a key success marker for your major. See your advisor to discuss the importance of this course in your plan of study.

# MARKETING SALES

The Department of Marketing, MIS, and Entrepreneurship offers a Bachelor of Business Administration (BBA) degree in Marketing. Professionals that work in marketing aim to get and keep customers by determining and satisfying customer needs and wants in a diverse market. This is done by making sure the company has the right products and/or services and that these are correctly promoted, distributed, and priced. In the marketing program, you will learn how to be effective at personal selling, promotion development and execution, event coordination, customer experience design, supply chain management, analytics, market research, social media, digital marketing, and strategic planning. Marketing majors can choose to have an area of emphasis in Digital Marketing and Analytics or Sales.

	FALL SEMESTER				SPRING SEMESTER			
	CODE	COURSE NAME	HRS	GRADE	CODE	COURSE NAME	HRS	GRADE
YEAR ONE	FYS 100	First Year Sem Crit Thinking	●	3	ECN 250	Principles of Microeconomics	■	3
	ENG 101	Beginning Composition	●	3	CMM 207	Bus & Prof Communication	● ■	3
	STA 150	Fundamentals of Statistics	● ■	3		Core II Physical or Natural Science	●	4
	STA 150L	Fundamentals of Statistics Lab	● ■	1		Core II Fine Arts	●	3
	PSY 201	General Psychology (CT)	● ■	3		Free Elective		3
	MIS 200	Bus Computer Applications	■	3				
	UNI 100	Freshman First Class		1				
	<b>TOTAL HOURS</b>		<b>17</b>	<b>TOTAL HOURS</b>			<b>16</b>	
	Summer Term (optional):							

	FALL SEMESTER				SPRING SEMESTER			
	CODE	COURSE NAME	HRS	GRADE	CODE	COURSE NAME	HRS	GRADE
YEAR TWO	ACC 215	Intro Financial Accounting (CT)	● ■	3	ACC 216	Intro Managerial Accounting	■	3
	ECN 253	Principles of Macroeconomics	■	3	MGT 218	Business Quantitative Methods	■	3
	ENG 201	Advanced Composition	●	3	ENG 204	Writing for the Workplace	● ■	3
	LE 207	Legal Environment of Business	■	3		Free Elective		3
		CMM Studies Elective	■	3		Core II Humanities	●	3
		<b>TOTAL HOURS</b>		<b>15</b>	<b>TOTAL HOURS</b>			<b>15</b>
	Summer Term (optional):							

	FALL SEMESTER				SPRING SEMESTER			
	CODE	COURSE NAME	HRS	GRADE	CODE	COURSE NAME	HRS	GRADE
YEAR THREE	MKT 340	MKT Concepts and Applications	■	3	MKT 341	Integrated MKT Communications	◆	3
	MKT 231	Principles of Selling	◆	3	MKT 437	Consumer Behavior	◆	3
	MGT 320	Principles of Management	■	3	MKT 375	Business to Business Marketing	◆	3
	FIN 323	Principles of Finance	■	3		Sales Elective	◆	3
	MIS 290	Principles of MIS	■	3		Free Elective		3
	<b>TOTAL HOURS</b>		<b>15</b>	<b>TOTAL HOURS</b>			<b>15</b>	
	Summer Term (optional):							

	FALL SEMESTER				SPRING SEMESTER			
	CODE	COURSE NAME	HRS	GRADE	CODE	COURSE NAME	HRS	GRADE
YEAR FOUR	MKT 442	Marketing Research	◆	3	MKT 465	Strategic Marketing	● ◆	3
	MKT 440	Sales Management	◆	3	MGT 460	Strategic Management	● ■	3
		Sales Elective	◆	3	MKT 371	International Marketing	● ■ ◆	3
		Free Elective		3		Free Elective		3
		Free Elective		3				
	<b>TOTAL HOURS</b>		<b>15</b>	<b>TOTAL HOURS</b>			<b>12</b>	
	Summer Term (optional):							

● General Education Requirement ■ College Requirement ◆ Major Requirement ● Area of Emphasis

Milestone Course: This is a key success marker for your major. See your advisor to discuss the importance of this course in your plan of study.