

# Marketing: Sales Management, B.A.

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This is a sample plan of study with a suggested sequencing of classes for the major. University electives may be applied to earn additional academic majors, minors, or certificates. Students should regularly meet with their academic advisor to plan their specific semester schedule to include UNIFI/General Education program and/or university elective hours required.

Course	Title	Hour
<b>Freshman</b>		
<b>Fall</b>		
BUSINESS 1000	Introductory Seminar for Business Professionals	0
ECON 1041	Principles of Macroeconomics	3
STAT 1772	Introduction to Statistical Methods (also satisfies UNIFI Quantitative Reasoning)	3
ENGLISH 1005	College Writing and Research	3
UNIFI/General Education or University Electives		6
<b>Hours</b>		<b>15</b>
<b>Spring</b>		
ECON 1011	Statistics for Business Analytics	3
ECON 1051	Principles of Microeconomics	3
UNIFI/General Education or University Electives		9
<b>Hours</b>		<b>15</b>
<b>Sophomore</b>		
<b>Fall</b>		
BUSINESS 2000	Business Professionals in Training	0
ACCT 2120	Principles of Financial Accounting	3
MGMT 2080	Introduction to Information Systems	3
UNIFI/General Education or University Electives		9
<b>Hours</b>		<b>15</b>
<b>Spring</b>		
ACCT 2130	Principles of Managerial Accounting	3
MKTG 2110	Principles of Marketing	3
ECON 2090	Decision Analytics	3
UNIFI/General Education or University Electives		6
<b>Hours</b>		<b>15</b>
<b>Junior</b>		
<b>Fall</b>		
MGMT 3100	Legal and Social Environment of Business	3
MGMT 3965/5965	Organizational Behavior	3
MKTG 3113/5113	Consumer Behavior	3
UNIFI/General Education or University Electives		6
<b>Hours</b>		<b>15</b>
<b>Spring</b>		
MGMT 3154	Operations Management	3
MKTG 3116/5116	Marketing Analytics	3
MKTG 3153	Professional Selling	3

UNIFI/General Education or University Electives		6
<b>Hours</b>		<b>15</b>
<b>Senior</b>		
<b>Fall</b>		
FIN 3130/5130	Corporate Finance	3
MKTG 3xxx	Marketing Elective	3
UNIFI/General Education or University Electives		9
<b>Hours</b>		<b>15</b>
<b>Spring</b>		
MKTG 3154	Sales Management	3
MKTG 4170/5170	Marketing Strategy	3
MGMT 4175	Strategic Management	3
UNIFI/General Education or University Electives		6
<b>Hours</b>		<b>15</b>
<b>Total Hours</b>		<b>120</b>