MAJOR: Bachelor of Science: Sales (BSBA. SALE)

Name: _______________________________________
HPU e-mail: __________________________________
Cell phone: ___________________________________
Alternate e-mail: _______________________________
Local address: _________________________________

First Year of Enrollment: _________

GENERAL EDUCATION REQUIREMENTS
Please refer to the Student Planning website for a comprehensive, approved list of courses to complete each requirement.**

** Requirements listed above based on the 2015-2016 Undergraduate Bulletin

UNIVERSITY CORE = 22 credits

___ First Year Seminar - FYS1000
___ President’s Seminar - EXP1101
___ English Writing - ENG1103
___ Mathematics - MTH1110 or higher [MTH ______]
___ Foreign Language - One course at 1020 level or higher from approved list [_______]
___ Ethics - One course from approved list [_______]
___ Physical Education - One PE course or participate in an inter-collegiate or club sport for one term [_______]

AREA I ELECTIVES = 16 credits

___ History - Any 1000/2000 level course from approved list [HST ________]
___ Religion - One course from approved list [REL______]
___ Fine Arts - One course from approved list [_______]
___ Literature - One course from approved list [_______]

AREA II ELECTIVES = 12 credits

___ Lab Science - One course from approved list (4 cr. minimum) [_______]
___ Social Sciences - Two courses from two different departments from approved list [_______], [_______]

MATURITY REQUIREMENT

___ Two courses at 2000-level and one course at 3000-level in any discipline not used to satisfy requirements in your major [_______], [_______], [_______]

GLOBAL STUDIES REQUIREMENT

___ One course from approved list [_______]

B.S.B.A. SALES MAJOR [68 credits]

___ ACC2010: Financial Accounting
___ ACC2020: Managerial Accounting
___ BUA2990: Business Comm./Prof. Development
___ ECO2030: Principles of Macroeconomics
___ ECO2050: Principles of Microeconomics
___ FIN3010: Financial Management
___ MGT2220: Princ. of Mgmt. & Org. Behavior
___ MGT3280: Op/Supply Chain Management
___ MKT2110: Principles of Marketing
___ MKT3600: Sales in Dynamic Environments
___ MKT3680: Negotiations
___ MKT3750: International Marketing
___ MKT4500: Retail Selling
___ MTH1310: Calc. for Business (or MTH1410)
___ STS2610: Quantitative Methods
___ One additional MKT course

NOTE: At least 50% of traditional business credit hours in this major must be completed at HPU. Traditional business subjects include courses with the following prefixes: ACC, BUA, ECO, ENT, FIN, MGT, and MKT.

128 TOTAL HOURS REQUIRED FOR GRADUATION

7/14/2015