

**FOR STUDENTS USING THE 2016-2017 BULLETIN AS THEIR CATALOG OF RECORD**

**MAJOR: B.S.B.A. in Sales (B.S.B.A. SALE)**

This Academic Plan demonstrates how a student can complete the major in 4 years.

Specific individual plans vary by student choices and options as developed with an advisor.

Student's NAME: \_\_\_\_\_ Catalog YR: 2016-2017 ID# \_\_\_\_\_

Ref. Code	COURSE	CREDITS	Ref. Code	COURSE	CREDITS
<b>FRESHMAN - FALL</b>			<b>FRESHMAN - SPRING</b>		
GE	EXP 1101: President's Seminar	1	W/GE	FYS 1000 or ENG 1103	4
W/GE	ENG 1103 or FYS 1000	4	GE/Q	GE (or MTH 1310 or 1410)	4
GE	General Education	4	GE	General Education	4
Q/GE	MTH 1310 or 1410 (or GE)	4	GE	PEC Activity (or fall)	1
GE	PEC Activity (or spring)	1	GE	General Education	4
GE	General Education	4			
<b>TOTAL</b>		<b>17 or 18</b>			<b>16 or 17</b>

**GENERAL EDUCATION REQUIREMENTS (GE):** First-year students complete EXP 1101, FYS 1000, and ENG 1103 and may choose to complete a PEC Activity, a Foreign Language at 1020 or higher level, math, and other GE courses selected from history, religion, natural science, and/or performing/visual arts. Course selection based on placement. 1000-level courses are typically freshman courses.

<b>SOPHOMORE - FALL</b>			<b>SOPHOMORE - SPRING</b>		
BUA	ACC 2010 Financial Accounting	4	BUA	ACC 2020 Managerial Acct.	4
S/BUA	ECO 2030 Macroeconomics	4	S/BUA	ECO 2050 Microeconomics	4
BUA	MKT 2110 or MGT 2220	4	BUA	MKT 2110 or MGT 2220	4
BUA	BUA 2990 or STS 2610	4	BUA	BUA 2990 or STS 2610	4
<b>TOTAL</b>		<b>16</b>			<b>16</b>

By the end of the second year, GE courses in ethics, English literature, and 2 in the social sciences plus other GE courses not yet completed should be planned. 2000-level courses are typically considered by sophomore students.

<b>JUNIOR - FALL</b>			<b>JUNIOR - SPRING</b>		
GE / GS	GE or Global Business	4	GE/GS	Global Business or GE	4
BUA	FIN 3010 or MGT 3280	4	GE	General Education	4
SLS	MKT 3600 Sales in Dynamic E...	4	BUA	FIN 3010 or MGT 3280	4
	Elective	4	SLS	MKT 3680 Negotiations	4
<b>TOTAL</b>		<b>16</b>			<b>16</b>

All GE courses including a Global Studies course are normally completed by the end of the third year. If planning to Study Abroad or complete an internship in the JR or SR year, course selection needs to be planned accordingly in advance with an advisor in the major. 3000-level courses are typically planned for junior-level students.

<b>SENIOR - FALL</b>			<b>SENIOR - SPRING</b>		
GE	General Education or Elective	4	GE	General Education or Elective	4
GE	3000 Level Maturity	4		Elective	4
SLS	MKT 3750 International Mkt.	4	SLS	MKT 4500 or MKT Elective	4
SLS	MKT 4500 or MKT Elective	4	SLS	MKT 4370 Sales Leadership	4
<b>TOTAL</b>		<b>16</b>			<b>16</b>

**TOTAL CREDITS NEEDED FOR GRADUATION = 128**

**Reference Codes: Refer to Undergraduate Bulletin and the Schedule of Classes**

Ref. Codes/MAJOR: SLS

**NOTE 1: This plan of study should be used in conjunction with your Undergraduate Bulletin.**

**NOTE 2: Elective credits can be used to take courses of interest or complete a minor.**