

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

MAJOR: B.S.B.A. in Sales, with a Concentration in the Furniture Industry (B.S.B.A. SALE.FUR)

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
FRESHMAN - FALL			FRESHMAN - SPRING		
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/SLS	GE (or MTH 1310 or 1410)	4
GE	General Education	4	GE	General Education	4
Q/GE/SLS	MTH 1310 or 1410 (or GE)	4	GE	PEC Activity (or fall)	1
GE	General Education	4	GE	General Education	4
TOTAL		17			17

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.

SOPHOMORE - FALL			SOPHOMORE - SPRING		
SLS	ACC 2010 Financial Accounting	4	SLS	ACC 2020 Managerial Acct.	4
S/SLS	ECO 2030 Macroeconomics	4	SLS	MGT 2220	4
SLS	MKT 2110	4	SLS	STS 2610	4
SLS	BUA 2990*	4	SLS	VMD 2300 Matls. & Textiles	2
			SLS	FPM 2610 Furn. & Prod.	2
TOTAL		16			16

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.

*BUA 2990 Business Communications MUST be taken during the sophomore year.

JUNIOR - FALL			JUNIOR - SPRING		
GBS/GE	Global Studies + 3000 Maturity	4	GE	General Education	4
SLS	FIN 3010 or MGT 3280	4	GE	General Education	4
SLS	MKT 3600 Sales in Dynamic E...	4	SLS	FIN 3010 or MGT 3280	4
SLS	FPM 3620 Furn & Prod Mkt.	4	S/SLS	ECO 2050 Microeconomics	4
TOTAL		16			16

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.

SENIOR - FALL			SENIOR - SPRING		
GE	General Education or Elective	4		Elective	4
	Elective	4		Elective	4
SLS	MKT 3750 International Mkt.	4	SLS	MKT 4500 or MKT 3680	4
SLS	MKT 4370 Sales Leadership	4	SLS	FPM 3650 Furn & Prod Merch	4
TOTAL		16			16

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.