

UNIVERSITY OF NORTH TEXAS COLLEGE OF BUSINESS

2018-2019

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B.B.A. Marketing with Professional Selling Concentration

University Core (42 hours)

Please see the UNT catalog or the COB Advising and Students Services Office in BLB 110 for specific core requirements.

Pre-Business Requirements (21 hours)

ECON 1100 & 1110 (6 hrs)	Principles of Economics
MATH 1190 (3 hrs)	Business Calculus
BCIS 2610 (3 hrs)	Introduction to Computers in Business
ACCT 2010 & 2020 (6 hrs)	Accounting Principles I & II
DSCI 2710 (3 hrs)	Data Analysis with Spreadsheets

Other Requirements

Communication: COMM 1010* Intro to Communication or
TECM 2700 Technical Writing

Professional Development:

BUSI 1200
BUSI 2200/3100 (starting Fall 2020)
BUSI 3200 or other approved Professional Development course (see advisor)

Free Electives (to reach 120 hours; hours vary)

IMPORTANT NOTICE: *In order to enroll in JR/SR level courses and file a degree plan, students must: complete 45 hours, complete the pre-business requirement courses with minimum grades of C; have a minimum 2.7 pre-business GPA; AND have a minimum 2.0 UNT cumulative GPA.*

Business Foundation Courses (24 hours)

BUSI 3660 (3 hrs)	Professional Speaking, Writing and Presentation
BLAW 3430 (3 hrs)	Legal and Ethical Environment of Business
BCIS 3610 (3 hrs)	Basic Information Systems
MKTG 3650 (3 hrs)	Foundations of Marketing Practice
DSCI 3710 (3 hrs)	Business Statistics with Spreadsheets
FINA 3770 (3 hrs)	Finance
MGMT 3720 (3 hrs)	Organizational Behavior
BUSI 4940* (3 hrs)	Business Policy

* Requirements for enrollment in **BUSI 4940:** completion of all other business foundation courses w/C or higher, SR status, and graduating semester .

Professional Field Courses (28 hours)

MKTG 3010 (3 hrs)	Professional Selling
MKTG 3700 (3 hrs)	Marketing Metrics
LSCM 3960 (3 hrs)	Logistics and Supply Chain Management
MKTG 3881 (1 hr)	Personal Professional Development
MKTG 4280 (3 hrs)	Global Marketing Issues and Practices
MKTG 4470 (3 hrs)	Business-to-Business Marketing
MKTG 4570 (3 hrs)	Professional Selling Analytics
MKTG 4670 (3 hrs)	Advanced Professional Selling
MKTG 4770 (3 hrs)	Sales Force Design and Management
MKTG 4805 (3 hrs)	Internship in Professional Selling

Supporting Field Courses (3 hours)

Three hours of 3000-4000 level Marketing or Logistics and Supply Chain Management course chosen in consultation with the Departmental Advisor.

The Department of Marketing, Logistics and Operations Management enforces all prerequisites. Please check the current catalog for all prerequisites.

A grade of "C" or higher is required in all Business Foundation, Professional Field, and Supporting Field courses.

A 2.0 UNT, 2.0 Overall, and 2.0 Professional/Supporting Field GPA is required for graduation.

For more information on careers and companies recruiting graduates from this program, contact the Career Center at 940-565-2105

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2018-2019 Suggested Curriculum

YEAR	FALL SEMESTER	HOURS	SPRING SEMESTER	HOURS
FRESHMAN	English (ENGL 1310)**	3	English (TECM 2700 or ENGL 1320)**	3
	Univ. Core Mathematics (MATH 1180 if required as a prerequisite or MATH 1190)**	3	Mathematics (MATH 1190)**	3
	Life and Physical Science	3	Political Science/Government (PSCI 2305 or 2306)	3
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	Component Area Option (COMM 1010 or BUSI 1340 recommended)**	3	Professional Development I (BUSI 1200)	1
			Intro to Computers in Business (BCIS 2610)	3
	Total		15	Total
YEAR	FALL SEMESTER	HOURS	SPRING SEMESTER	HOURS
SOPHOMORE	Language, Philosophy and Culture	3	Life and Physical Science	3
	American History (HIST 2610)	3	Speech (COMM 1010)** or Technical Writing (TECM 2700)**	3
	Economics (ECON 1110)**	3	American History (HIST 2620)	3
	Accounting (ACCT 2010)	3	Accounting (ACCT 2020)	3
	Creative Arts	3	Data Analysis with Spreadsheets (DSCI 2710)	3
	Total		15	Total
YEAR	FALL SEMESTER	HOURS	SPRING SEMESTER	HOURS
JUNIOR	Basic Information Systems (BCIS 3610)*	3	Business Statistics with Spreadsheets (DSCI 3710)*	3
	Professional Speaking, Writing and Presentation (BUSI 3660)*	3	Finance (FINA 3770)*	3
	Foundations of Marketing Practice (MKTG 3650)*	3	Advanced Professional Selling (MKTG 4670)	3
	Legal and Ethical Environment of Business (BLAW 3430)*	3	Business-to-Business Marketing (MKTG 4470)	3
	Professional Selling (MKTG 3010)	3	Logistics & Supply Chain Management (LSCM 3960)	3
			Professional Development II (BUSI 3100)	1
Total		15	Total	16
YEAR	FALL SEMESTER	HOURS	SPRING SEMESTER	HOURS
SENIOR	Organizational Behavior (MGMT 3720)*	3	Business Policy (BUSI 4940—Capstone)	3
	Professional Selling Analytics (MKTG 4570)	3	Global Marketing Issues & Practice (MKTG 4280)	3
	Sales Force Design and Management (MKTG 4770)	3	Internship in Professional Selling (MKTG 4805)	3
	Marketing Metrics (MKTG 3700)	3	Supporting Field course (selected from list of approved courses in catalog)	3
	Free Elective**	3		
	Personal Professional Development (MKTG 3881)	1		
Total		16	Total	12

*Business foundation courses. These must be completed with a grade of C or higher prior to enrolling in BUSI 4940.

** Courses that will fulfill university core and pre-business requirements. Courses used to fulfill both University and College requirements will increase number of required free electives to reach the 120 hours minimum for graduation. Consult with your advisor for questions on number of free electives needed.

- This schedule is only a suggestion; make sure you understand the necessary prerequisites for each course and consult the Undergraduate Academic Advising and Student Services Office. Course availability subject to change; actual degree audits may change depending on course availability in a given semester.
- **Before enrolling** in MATH 1190, the correct math placement is required or you must pass the prerequisite math with a grade of C or higher.
- **Bolded courses** are pre-business prerequisites to all JR/SR level business courses and require a grade of C or higher. **Additionally**, completion of all pre-business prerequisite courses with a minimum 2.7 *pre-business GPA* and a minimum 2.0 *UNT cumulative GPA* along with completion of 45 hours are required prior to enrolling in any JR/SR level business course and/or filing for an official degree plan.
- A total of 120 credit hours are required for this degree. GPA requirements for graduation: 2.0 UNT cumulative, Professional Field varies by major (see advisor), and 2.0 Overall.