

## MARKETING MAJOR

### Sales Concentration

Upper Division Requirements and Schedule for BBA Degree  
Catalog Years 2017-2018

Student Name: \_\_\_\_\_ GPA: \_\_\_\_\_ Date: \_\_\_\_\_

R Number: \_\_\_\_\_ Advisor: \_\_\_\_\_

Program Requirements	* 120 Hours
	*A minimum 2.75 TTU GPA
	* B or better in MKT 3350

Upper Division Core		
<b>BCOM 3373</b>	<b>Managerial Communication.</b> Prereq: C or better in ENGL 1301 & 1302.	Upper Division Core (Min. 2.75 TTU GPA)
<b>BECO 4310</b>	<b>Applied Business Economics.</b> Prereq: C or better in ECO 2305.	
<b>BLAW 3391</b>	<b>Business Law I.</b> Prerequisite: C or better in ENGL 1301 and 1302	
<b>FIN 3320</b>	<b>Financial Management.</b> Prereq: C or better in ACCT 2300, ACCT 2301, ECO 2305 and MATH 2345.	
<b>ISQS 3344</b>	<b>Introduction to Production and Operations Management.</b> Prereq: C or better in ISQS 2340 and MATH 2345.	
<b>MGT 3370</b>	<b>Organization and Management</b>	
<b>MKT 3350</b>	<b>Introduction to Marketing.</b> Prereq: C or better in ECO 2305.	

Major Courses		
<b>***ALL LOWER DIVISION COURSEWORK MUST BE COMPLETED PRIOR TO ENROLLMENT IN A MAJOR COURSE.</b>		
<b>MKT 3352</b>	<b>Consumer Behavior.</b> Prerequisite: B or better in MKT 3350.	Required (15 hours)
<b>MKT 3356</b>	<b>Marketing Research and Analysis.</b> Prereq: B or better in MKT 3350 and C or better in MATH 2345.	
<b>MKT 4350</b>	<b>Personal Selling.</b> Prerequisite: B or better in MKT 3350	
<b>MKT 4354</b>	<b>Market Promotion.</b> Prerequisite: B or better in MKT 3350.	
<b>MKT 4359</b>	<b>Sales Management.</b> Prerequisite: B or better in MKT 3350.	
<b>MKT 3351</b>	<b>Services Marketing.</b> Prerequisite: B or better in MKT 3350.	Group A (Choose 2)
<b>MKT 4356</b>	<b>Brand Management/ New Product Development.</b> Prereq: B or better in MKT 3350.	
<b>MKT 4358</b>	<b>International Marketing.</b> Prerequisite: B or better in MKT 3350.	
		Group B
<i>NOTE: Any junior-or senior-level business course provided it is not used to fulfill another requirement.</i>		
<b>MKT 4385</b>	<b>Marketing Strategy.</b> Prerequisite: 9 hrs of Marketing courses.	Capstone

English Requirement		
<b>ENGL 2311</b>	<b>Intro. to Technical Writing</b>	Choose one
<b>ENGL 3365</b>	<b>Professional Report Writing</b>	

Electives		
<b>Free Electives</b>		Take 9 hours

60 hrs. Additional Notes: