

ARKANSAS STATE UNIVERSITY Neil Griffin College of Business

Degree: Bachelor of Science Major: Marketing, Sales 2020-2021

Students requiring developmental course work based on low entrance exam scores (ACT, SAT, ASSET, ACCUPLACER) may not be able to complete this program of study in eight (8) semesters. Developmental courses do not count toward total degree hours. **Students having completed college level courses prior to enrollment will be assisted by their advisor in making appropriate substitutions. In most cases, general education courses may be interchanged between semesters.** A minimum of 45 hours of upper division credit (3000-4000 level) is required for this degree.

Year 1			
Fall Semester			
Course No.	Course Name	Hrs	Gen Ed
BIOL 1003	Biology	3	х
BIOL 1001	Biology Lab	1	х
BUSN 1003	Freshman Year Experience	3	х
CIT 1503	Microcomputer Applications	3	
ENG 1003	Composition I	3	х
MATH 1023 or Elective	College Algebra or Elective	3	
Total Hours		16	

Year 2			
Fall Semester			
Course No.	Course Name	Hrs	Gen Ed
ACCT 2033	Intro to Financial Accounting	3	
COMS 1203	Oral Communications	3	х
ECON 2313	Principles of Macroeconomics	3	х
ENG 2003 or ENG 2013 or PHIL 1103	World Literature I, World Literature II, or Intro to Philosophy	3	х
HIST 2763 or HIST 2773 or POSC 2103	US History to 1876, US History from 1876, or Intro to US Government	3	х
Total Hours		15	

Year 3			
Fall Semester			
Course No.	Course Name	Hrs	Gen Ed
CIT 3013	Management Information Systems	3	
FIN 3713	Business Finance	3	
Elective	Upper Level Elective	3	
MGMT 3123	Principles of Management	3	
MKTG 3013	Marketing	3	
Total Hours		15	

Year 4 Fall Semester			
Elective	Upper Level Elective	3	
Elective	Any Elective	3	
MKTG 4223	Marketing Management	3	
MKTG 426V	Sales Internship	3	
MKTG 4323	Advanced Sales	3	
Total Hours		15	

Year 1			
Spring Semester			
Course No.	Course Name	Hrs	Gen Ed
ART or MUS or THEA 2503	Fine Arts Visual, Musical, or Theatre	3	х
ENG 1013	Composition II	3	х
MATH 2143	Business Calculus	3	х
PHSC 1203	Physical Science	3	Х
PHSC 1201	Physical Science Lab	1	х
Social Science Course	Pick one of the following: ANTH 2233, CMAC 1003, ECON 2333, GEOG 2613, HIST 1013, HIST 1023, POSC 1003, PSY 2013, SOC 2213	3	x
Total Hours		16	

Year 2				
	Spring Semester			
Course No.	Course Name	Hrs	Gen Ed	
ACCT 2133	Intro to Managerial Accounting	3		
BCOM 2563	Business Communications	3		
ECON 2323	Prin of Microeconomics	3		
ECON 2113 or STAT 3233	Business Statistics or Applied Statistics	3		
LAW 2023	Legal Environment Business	3		
Total Hours		15		

	Year 3		
Spring Semester			
Course No.	Course Name	Hrs	Gen Ed
CIT 3523	Operations Management	3	
GSCM 3163	Supply Chain Management	3	
MKTG 3023	Applied Research	3	
MKTG 3093	Professional Selling	3	
MKTG 4043	Consumer Behavior	3	
Total Hours		15	

Year 4				
	Spring Semester			
Course No.	Course Name	Hrs	Gen Ed	
Elective	Any Elective	1		
MGMT 4813	Strategic Management	3		
MKTG 3193	Sales Planning and Management	3		
MKTG 4083	Marketing Research Design & Analysis	3		
Sales Elective	Select One - See Degree Plan	3		
Total Hours		13		

Total Jr/Sr Hours: 45

Total Degree Hours: 120

Graduation Requirements:

Completion of HIST 2763 or HIST 2773 or POSC 2103

English Proficiency (Grade of C or better in ENG 1003 and ENG 1013) 2.25 in major or at least a "C" in each course in major

2.25 overall and at least 2.00 GPA at ASU

2.20 Overall and at least 2.00 GPA at AS

2.25 in business core or at least a "C" in each core course

50 % of business requirements completed at ASU-Jonesboro

Maximum of 30 credit hours via correspondence, extension, examination, PLA, Military or similar means; CLEP (30 hrs max)

45 JR/SR Hours after completing 30 hours

120 Total Credit Hours

30 of last 36 hours at ASU-Jonesboro 32 ASU residence hours

Must have grade of C or better in MATH 2143, ACCT 2033, and CIT 1503.