

Bachelor of Business Administration (B.B.A.)  
**Major: Marketing-Professional Sales**

1 <sup>st</sup> Year				
Fall		Winter		Spring/Summer
Historical Analysis (GE)	3	Life Science with Lab (GE)	4	
Social & Behavioral Science, Non-ECO (GE)	3	MTH 110: Algebra <b>or</b> Placement Test	4	
Philosophy & Literature (GE)	3	WRT 150: Strategies in Writing (GE) <b>or</b> WRT 120 (Fall) <b>and</b> WRT 130 (Winter) <sup>1</sup>	4	
Physical Science without Lab (GE)	3	Arts (GE)	3	
U.S. Diversity (GE)	3			
<b>Total</b>	<b>15</b>	<b>Total</b>	<b>15</b>	
2 <sup>nd</sup> Year				
Fall		Winter		Spring/Summer
Global Perspectives (GE)	3	ECO 210: Intro Macroeconomics <sup>2</sup>	3	
ACC 212: Prin. of Financial Accounting <sup>2</sup>	3	MGT 268: Business Processes and MIS <sup>2</sup>	3	
BUS 201: Legal Environment for Business <sup>2</sup>	3	STA 215: Intro. Applied Statistics (GE) <sup>2</sup>	3	
ECO 211: Intro Microeconomics (GE) <sup>2</sup>	3	Quantitative Group (MTH 122 or PHI 103)	3	
CIS 231: Problem Solving Using Spreadsheets	3	ACC 213: Prin. Of Managerial Accounting	3	
<b>Total</b>	<b>15</b>	<b>Total</b>	<b>15</b>	
3 <sup>rd</sup> Year				
Fall		Winter		Spring/Summer
FIN 320: Managerial Finance	3	MKT 351: Consumer Behavior	3	
MKT 350: Marketing Management	3	Business Ethics <sup>3</sup>	3	
MGT 366: Operations Management	3	MKT 352: Marketing Research	3	
MGT 331: Managing People & Org.	3	MKT 356: Professional Sales	3	
Issues (GE)	3	Upper-Division Seidman Elective	3	
<b>Total</b>	<b>15</b>	<b>Total</b>	<b>15</b>	
4 <sup>th</sup> year				
Fall		Winter		Spring/Summer
MKT 451: Marketing Strategy	3	MGT 495: Administrative Policy	3	
Upper-Division Seidman Elective	3	Upper-Division Seidman Elective	3	
Upper-Division Economics Course	3	MKT 456: Sales Management	3	
MKT 353: Marketing Negotiations	3	Issues (GE)	3	
3 Credit Free Elective	3	3 Credit Free Elective	3	
<b>Total</b>	<b>15</b>	<b>Total</b>	<b>15</b>	

**Notes:**

GE: General Education Requirement

<sup>1</sup> Students may choose the two semester WRT 120 and WRT 130 sequence **or** WRT 150

<sup>2</sup> This is a Seidman Success Standard course that is required to access 300/400 level business courses in the Seidman College of Business

<sup>3</sup>Business Ethics Options: ACC 333, ECO 440, FIN 330, MGT 340, 438, or MKT 375

## Bachelor of Business Administration (B.B.A.)

### Major: Marketing-Professional Sales

√	<b>Seidman Success Standard Requirements</b>
	<b>1. Junior Standing (55+ Credits)</b>
	<b>2. 2.5+ Overall GPA</b>
	<b>3. Completion of the following Seidman Success Standard Courses with a 2.5+ GPA:</b>
	• <b>ACC 212:</b> Principles of Financial Accounting
	• <b>BUS 201:</b> Legal Environment for Business
	• <b>ECO 210:</b> Introductory Macroeconomics
	• <b>ECO 211:</b> Introductory Microeconomics
	• <b>MGT 268:</b> Business Processes and MIS
	• <b>STA 215:</b> Introductory Applied Statistics
√	<b>General Education Requirements</b>
	WRT 150: Strategies in Writing (grade of "C" or higher required) <b>or</b> WRT 120 and WRT 130
	Life Science & Physical Science (one must be with a lab)
	Arts
	Historical Analysis
	Philosophy and Literature
	Social and Behavioral Sciences, 2 courses (one course will be ECO 210 or ECO 211, the other course must be a different area of study)
	U.S. Diversity
	Global Perspectives
	2 Supplemental Writing Skills Courses (prerequisite: WRT 150)
	2 Issues Courses (55+ Credits required before enrolling)

#### Please Remember:

- Courses that include 'GE' are required and fulfill a General Education requirement.
- Two (2) Supplemental Writing Skills (SWS) courses are required.
- Student must have a **minimum of 120 credits** to graduate with **58 of the 120 credits** being from a senior level institution and the **final 30 of the 120 credits** completed at GVSU.
- Students must have a 2.5 or higher overall GPA and a 2.5 or higher Seidman GPA to graduate.

**\*This is a suggested curriculum guide that might not be applicable to every student. There is flexibility in timing for some requirements, this is a template only\***