

# BBA

# Marketing with Professional Selling Concentration

Attention consult  
online degree  
audit for your  
correct  
catalog year  
**2014-2015**

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## Course Requirements

### 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 (15-24 hours)

ECON 1100 & 1110 (6 hrs)	Principles of Economics
COMM 1010 or TECM 2700(3 hrs)	Speech or Technical Writing
MATH 1190 (3 hrs)	Business Calculus
Free Elective (0-18 hrs)	Free Electives
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

IMPORTANT NOTICE: Students must have a 2.7 UNT GPA, have 45 hours completed, and have earned a grade of "C" or higher in the following courses prior to filing a degree plan and enrolling in upper level business courses: ENGL 1310 & 1320/TECM 2700, ECON 1100 & 1110, MATH1190, BCIS 2610, ACCT 2010 & 2020, and DSCI 2710.

### Business Foundation Courses (24 hours)

MGMT 3330, MKTG 3010, or BCIS 3615 (3 hrs)	Communicating in Business
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.

Students must apply for admission into the Professional Selling Concentration and meet specific admissions criteria. See the Department of Marketing and Logistics for details.

### Professional Field Courses (28 hours)

MKTG 3010* (3 hrs)	Professional Selling
MKTG 3700 (3 hrs)	Marketing and Money
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

\* Cannot be applied to both the business foundation and professional field.

### 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.

**Notes: A grade of "C" or higher is required in all Business Foundation, Professional Field, and Supporting Field courses completed in residence or transferred to UNT.**

**A 2.7 UNT, 2.0 Overall, and 2.7 Professional/Supporting Field GPA is required for graduation.**

**The department of Marketing and Logistics enforces all prerequisites. Please check the current catalog for all prerequisites.**

For more information on careers and companies recruiting graduates from this program, contact Dr. Jeffrey Lewin at Jeffrey.Lewin@unt.edu



[www.cob.unt.edu/programs/undergrad/](http://www.cob.unt.edu/programs/undergrad/)

# Suggested Curriculum Guide for BBA in Marketing with Professional Selling concentration 2014-2015 Catalog

YEAR	FALL SEMESTER	HOURS	SPRING SEMESTER	HOURS
<b>FRESHMAN</b>	<b>English (ENGL 1310, 1313)</b>	3	<b>English (TECM 2700 or ENGL 1320, 1323)**</b>	3
	Univ. Core Mathematics (Prerequisite course to Math 1190, if required, or <b>MATH 1190</b> )**	3	<b>Mathematics (MATH 1190)**</b>	3
	Life and Physical Science	3	Political Science/Government (PSCI 1040 or 1050)	3
	Political Science/Government (PSCI 1040 or 1050)	3	<b>Economics (ECON 1100)</b>	3
	Discovery (BUSI 1340 recommended)	3	<b>Intro to Computers in Business(BCIS 2610)</b>	3
	<b>Total</b>	<b>15</b>	<b>Total</b>	<b>15</b>

YEAR	FALL SEMESTER	HOURS	SPRING SEMESTER	HOURS
<b>SOPHOMORE</b>	Language, Philosophy and Culture	3	Life and Physical Science	3
	American History (HIST 2610)	3	Speech (COMM 1010)** or TECM 2700**	3
	<b>Economics (ECON 1110)**</b>	3	American History (HIST 2620)	3
	<b>Accounting (ACCT 2010)</b>	3	<b>Accounting (ACCT 2020)</b>	3
	Creative Arts	3	<b>Data Analysis with Spreadsheets (DSCI 2710)</b>	3
	<b>Total</b>	<b>15</b>	<b>Total</b>	<b>15</b>

YEAR	FALL SEMESTER	HOURS	SPRING SEMESTER	HOURS
<b>JUNIOR</b>	Basic Information Systems (BCIS 3610) *	3	Business Statistics with Spreadsheets (DSCI 3710)*	3
	Communicating in Business (BCIS 3615 or MGMT 3330) *	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
	<b>Total</b>	<b>15</b>	<b>Total</b>	<b>15</b>

YEAR	FALL SEMESTER	HOURS	SPRING SEMESTER	HOURS
<b>SENIOR</b>	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 and Money (MKTG 3700)	3	Supporting Field course (selected from list of approved courses in catalog)	3
	Free Elective	2	Free Elective	3
	Personal Professional Development (MKTG 3881)	1		3
<b>Total</b>	<b>15</b>	<b>Total</b>	<b>15</b>	

\*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 120 hours minimum for graduation. Consult 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 Academic Advising and Student Services Office. Course availability subject to change; actual degree audits may change depending on course availability in a given semester.
- **Bolded courses** are pre-business prerequisites to all jr./sr. level business courses and require a grade of C or higher. Math placement is required before enrolling in any MATH course.
- Completion of all pre-business prerequisite courses and a UNT cumulative 2.7 minimum gpa are required prior to enrolling in any jr./sr. level business courses and/or filing for an official degree plan.
- A total of 120 credit hours are required for this degree. GPA requirements for graduation: 2.7 UNT cumulative, 2.7 Professional Field, and 2.0 Overall.