



BACHELOR OF SCIENCE in MARKETING (#720)
(SALES)
Department of Marketing
Gordon Ford College of Business
Western Kentucky University

The suggested program of study shown below should be used in consultation with your advisor(s). Every student will finish with a unique plan of his/her own depending on the electives selected.

Success Markers

SAMPLE - 4 year plan

| FIRST YEAR | Fall Semester | | Spring Semester | |
|------------|------------------------------------------------|-----------|-------------------------------------------------------------------------------|-----------|
| | ENG 100, Intro to College Writing (F-W1) | 3 | ENG 200, Introduction Literature (ENG 100) (F-AH) | 3 |
| | *COMM 145, Fund Speaking/COMM: BUS/PROF (F-OC) | 3 | HIST 101 or 102, World History I or II (F-SB) | 3 |
| | *MATH 116, College Algebra (F-QR) | 3 | Arts & Humanities (E-AH) | 3 |
| | *CIS 141, Basic Computer Literacy | 3 | World Language (If needed) or General elective | 3 |
| | BA 175, University Experience Business | 3 | *ACCT 200, Introductory Accounting – Financial (Completion of Colonnade Math) | 3 |
| | TOTAL CREDIT HOURS | 15 | TOTAL CREDIT HOURS | 15 |

| SECOND YEAR | Fall Semester | | Spring Semester | |
|-------------|---------------------------------------------------------------|-----------|-------------------------------------------------------|-----------|
| | *ACCT 201, Introductory Accounting – Managerial (Sophomore) | 3 | Natural & Physical Sciences with lab (E-SL) | 3 |
| | *ECON 202, Principles of Economics - Micro (Sophomore) (E-SB) | 3 | *ECON 203, Principles of Economics –Macro (Sophomore) | 3 |
| | **CIS 243, Principles of MIS (CIS 141) | 3 | *ECON 206, Statistics (ECON 202/203 and MATH 116) | 3 |
| | **MGT 210, Organization and Management (Sophomore) | 3 | **MKT 220, Basic Marketing Concepts (Sophomore) | 3 |
| | Natural & Physical Sciences (E-NS) | 3 | **MGT 200, Legal Environment of Business (Sophomore) | 3 |
| | TOTAL CREDIT HOURS | 15 | TOTAL CREDIT HOURS | 15 |

World Language Proficiency: All students entering in Fall 2014 or later must demonstrate proficiency in a world language at the Novice High level before completing 60 credit hours. Novice high is the ability to communicate in writing and speaking on familiar topics in simple sentences. To meet this requirement, students may take college language courses or take a proficiency test. For more information go to www.wku.edu/modernlanguages/placement/.

Colonnade Program: All students entering in fall 2014 or later must complete 39 hours in 13 specific Colonnade areas. Colonnade areas are listed in parentheses marked in blue after the corresponding classes. Some areas may have specific course requirements while others can be chosen from selected lists of options. For more details and to see lists of options, go to http://www.wku.edu/colonnade/documents/approved_colonnade_courses_website.pdf.

| THIRD YEAR | Fall Semester | | Spring Semester | |
|------------|----------------------------------------------------------------------------------------|-----------|------------------------------------------------------------------------------------------|-----------|
| | ENG 300, Writing in the Disciplines (ENG 200 or permission of instructor) (F-AH) | 3 | Connections Local to Global (K-LG) | 3 |
| | MGT 361, Business Comm. Fundamentals/ENG 306, Business Writing (ENG 100) | 3 | Connections Systems (K-SY) | 3 |
| | MKT 321, Consumer Behavior (MKT 220, Junior) | 3 | General University Elective | 3 |
| | **ECON 306, Statistical Analysis (ECON 206) | 3 | **FIN 330, Principles of Financial Management (ACCT 200, MATH 116, & ECON 202/203) | 3 |
| | Connections Social Cultural (K-SC) | 3 | MKT 325, Personal Selling (Junior) | 3 |
| | TOTAL CREDIT HOURS | 15 | TOTAL CREDIT HOURS | 15 |

| FOURTH YEAR | Fall Semester | | Spring Semester | |
|-------------|----------------------------------------------------------|-----------|---------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|
| | MKT 425, Advanced Personal Selling (MKT 220, MKT 325) | 3 | MKT 424, Sales Force Management (MKT 220) | 3 |
| | MKT 421, Marketing Research (MKT 220, ECON 306) | 3 | MKT 422, Marketing Management (MKT 220 + 6 additional hours of marketing) | 3 |
| | **MGT 314, Operations Management (ECON 206) | 3 | Professional Elective | 3 |
| | General University Elective | 3 | Marketing Elective | 3 |
| | MKT 329, Business-to-Business Marketing (Junior) | 3 | **MGT 498, Strategy & Policy OR ENT 496, Small Business Analysis & Strategy (Senior, ACCT 201, CIS 243, FIN 330, MGT 210, MGT 314, MKT 220) | 3 |
| | TOTAL CREDIT HOURS | 15 | TOTAL CREDIT HOURS | 15 |

Total Credit Hours:120

* Denotes prerequisite courses before admission

** Denotes required Business Core Courses

For more Information:

Department: Department of Marketing, Grise Hall 401

Website: <http://www.wku.edu/marketing/>

Phone: (270) 745-2249

Email: mkt@wku.edu

Course Descriptions: <http://www.wku.edu/undergraduatecatalog/>