



**MARKETING MAJOR/Specialization in Professional Selling and Sales Management (47 units)  
UPPER DIVISION REQUIREMENTS FOR 2016-2017 MAJOR CATALOG YEAR**

<b>Business Core</b>	<b>Grade</b>	<b>Prerequisites/Notes</b>
BA 300: Ethical Decision Making in Business (1-unit)		
BA 310:* Foundations of Business in a Global Environment (1-unit) <b>*The BA 310 course and prerequisite is waived for students in Catalog Years prior to 2015/2016</b>		
BA 323: Fundamentals of Finance		Credit or concurrent registration in BA 310*
BA 350: Management & Organizational Behavior		Credit or concurrent registration in BA 310*
BA 360: Introduction to Operations & Supply Chain Management		MATH 120; STAT 119 or ECON 201; Credit or concurrent registration in BA 310*
BA 370: Marketing		Credit or concurrent registration in BA 310*; Minimum grade of C required for PSSM majors
BA 404: Small Business Consulting OR BA 405: International Business Strategy & Integration		BA 300, 310*, 323, 350, 370; BA 360 or MIS 301
<b>Professional Selling and Sales Management Major</b>		
MIS 301: Statistical Analysis		MIS 180; MATH 120; STAT 119 or ECON 201; Minimum grade of C- required for Marketing majors
MKTG 371: Consumer Behavior (4-units)		BA 370 with a C
MKTG 377: Selling Strategy & Practices (4-units)		BA 370 with a C
MKTG 470: Marketing Research (4-units)		BA 370 with a C; MIS 301 with a C-
MKTG 473: Sales Management (4-units)		BA 370 with a C
MKTG 479: Strategic Marketing Management (4-units)		MKTG 371 and 470 with a minimum grade of C (2.0) or an average of 2.0 in both courses
<b>8 units (2) of the following:</b>		
MKTG 372: Retail Marketing Methods (4-units)		BA 370 with a C
MKTG 376: Global Marketing Strategy (4-units)		BA 370 with a C
MKTG 474: Business Marketing (4-units)		BA 370 with a C
MKTG 480: Marketing Analytics (4-units)		BA 370 with a C; MIS 301 with a C-
		<b>MAJOR GPA</b>

You must have a 2.0 GPA or better in the courses listed above in order to graduate.

Students must also complete 9 units of upper division General Education (Explorations) and a total of 120 units for the degree.

**This is an unofficial advising sheet. Official requirements are based upon catalog copy and issued by the Office of Advising and Evaluations.**