

The University of Toledo College of Business Administration  
**Marketing and Professional Sales Degree Requirements 2008-2010**

*Sample Part-Time Plan of Study - Dual Major*

	<b>Fall Semester</b>	<b>Spring Semester</b>	<b>Summer Semester</b>
<b>Year 1</b>	BUAD 1000 Orientation ..... 1 ENGL 1110 College Comp. I ..... 3 MATH 1260 Calculus w/ Bus Appl I ..... 3 <b>Total 7</b>	ENGL 2690 Org. Report Writing ..... 3 MATH 1270 Calculus w/ Bus Appl II ..... 3 <b>Total 6</b>	BUAD 1010 Intro to Business ..... 3 PSY 1010 Intro to Psy (*Soc Sci) ... 3 <b>Total 6</b>
<b>Year 2</b>	BUAD 1020 Micro-Computer Appl. .... 3 * Natural Science Lecture ..... 3 * Natural Science Lab ..... 1 <b>Total 7</b>	ECON 1150 Intro Macro Economics .... 3 PHIL 1020 Critical Thinking (*Hum) .... 3 Non-Business Elective ..... 1 <b>Total 7</b>	ECON 1200 Intro Micro Economics ... 3 BUAD 2060 Data Analysis for Bus ... 3 <b>Total 6</b>
<b>Year 3</b>	BUAD 2070 Application of Stats. .... 3 Natural Science Lecture ..... 3 MC-Non-Western ..... 3 <b>Total 9</b>	BUAD 2040 Financial Acct. Info. .... 3 BUAD 2080 Global Env of Business .... 3 BUAD 2000 Career Development I ..... 1 <b>Total 7</b>	BUAD 2050 Acct. for Dec. Making ... 3 COMM 3840 Intrprsnl Comm (*Hum) ... 4 <b>Total 7</b>
<b>Year 4</b>	BUAD 3010 Principles of Marketing .... 3 BUAD 3030 Mgmt & Behv Processes .... 3 BUAD 3040 Principles of Fin. Mgmt. .... 3 <b>Total 9</b>	BUAD 3020 Manufac. & Service Sys ... 3 PSLS 3440 Professional Sales ..... 3 BUAD 3000 Career Development II ..... 1 <b>Total 7</b>	BUAD 3470 Legal Env of Business .... 3 PSLS 3080 Purchasing & Bus Rel ... 3 <b>Total 6</b>
<b>Year 5</b>	PSLS 3450 Acct. & Territory Mgmt. .... 3 MKTG 3850 Buyer Behavior ..... 4 <b>Total 7</b>	BUAD 3050 Info Tech Mgmt. .... 3 PSLS 4710 Sales Force Leadership ... 3 MKTG 3880 Mktg Research ..... 3 <b>Total 9</b>	* MC- US Diversity ..... 3 COMM 3880 Prof Business Comm .... 3 <b>Total 6</b>
<b>Year 6</b>	MKTG 4540 Business Marketing ..... 3 BUAD 4020 Senior Business Policy .... 3 Non-Business Elective ..... 1 <b>Total 7</b>	PSLS 4740 Advanced Sales ..... 3 MKTG 4130 Business Elect/ Minor ..... 3 MKTG Non-Sales Mktg Elective ... 3 <b>Total 9</b>	PSLS 4940 Sales Internship OR MKTG 4940 Mktg Internship ..... 3 MKTG Non-Sales Mktg Elect. .... 3 <b>Total 6</b>

Check Degree Audit for Specific Catalog Year & Degree Requirements

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