

MARKETING (PROFESSIONAL SELLING) - BACHELOR OF BUSINESS ADMINISTRATION

Students must complete all University degree requirements, which include: General Education requirements, Viewing a Wider World requirements, and elective credits to total at least 120 credits with 48 credits in courses numbered 300 or above. Developmental coursework will not count towards the degree requirements and/or elective credits, but may be needed in order to take the necessary English and Mathematics coursework.

Note: A more general marketing major is offered through an Online Distance Education Degree Completion Program. Program information is available on the College of Business website: <https://business.nmsu.edu/undergraduate-programs>

Prefix	Title	Credits
General Education		
<i>Area I: Communications</i>		
Grades of C- or better are required in general education communications courses.		
<i>English Composition - Level 1</i> ¹		4
<i>English Composition - Level 2</i>		
ENGL 2210G	Professional and Technical Communication	3
or ENGL 2210H	Professional and Technical Communication	
<i>Oral Communication</i> ¹		3
<i>Area II: Mathematics</i>		
MATH 1220G	College Algebra ^{2,3}	3
<i>Area III/IV: Laboratory Sciences and Social/Behavioral Sciences</i>		
ECON 2110G	Macroeconomic Principles	
ECON 2120G	Principles of Microeconomics Honors	
<i>Area III: Laboratory Sciences Course (4 credits)</i> ¹		
<i>Area V: Humanities</i> ¹		3
<i>Area VI: Creative and Fine Arts</i> ¹		3
<i>General Education Elective</i>		
MATH 1430G	Applications of Calculus I (Foundation Requirement, must earn a grade of at least C-) ³	3
Viewing A Wider World ⁴		6
Departmental/College Requirements		
<i>Foundation Requirements</i>		
A ST 311	Statistical Applications	3
<i>Business Core: Lower Division (minimum grade of C- required)</i>		
ACCT 2110	Principles of Accounting I	3
ACCT 2120	Principles of Accounting II	3
BCIS 1110	Introduction to Information Systems	3
BUSA 1110	Intro to Business	3
<i>Business Core: Upper Division</i>		
BCIS 338	Business Information Systems I	3
BLAW 316	Legal Environment of Business	3
BFIN 341	Financial Analysis and Markets	3
MGMT 309	Human Behavior in Organizations	3
MGMT 449	Strategic Management	3
MKTG 303	Principles of Marketing	3
MGMT 344	Production and Operations Management	3

Upper Division Business elective from the following prefixes: A ST, ACCT, B A, BCIS, BLAW, ECON, ENTR, BFIN, I B, MGMT, MKTG (excluding A ST 311)

Major Courses		
<i>Major Core Classes (minimum grade of C- required)</i>		
MKTG 310	Marketing Research	3
MKTG 489	Strategy and Policy	3
<i>Concentration Courses</i>		
MKTG 311V	Consumer Behavior	3
MKTG 312	Personal Selling	3
MKTG 453	Sales Management	3
MKTG 462	Advanced Sales	3
<i>Major electives</i>		
Choose two from the following:		
MKTG 313	Retail Management	
MKTG 354	Sports Marketing	
MKTG 357	Digital Marketing Strategy	
MKTG 400	Marketing Internship/Field Experience	
MKTG 449	Promotion Management	
MKTG 450	Sales, Negotiations, and Customer Relationship Management	
Electives, to bring the total credits to 120 ⁵		16

Total Credits **120**

¹ See the General Education (<https://catalogs.nmsu.edu/nmsu/general-education-viewing-wider-world/>) of the catalog for a full list of courses.

² MATH 1220G College Algebra is required for the degree but students may need to take any prerequisites needed to enter MATH 1220G first.

³ All Foundation Requirement Courses must be taken, or satisfied with transfer credits, regardless of which Mathematics or Statistics course satisfies the Area II General Education course: MATH 1220G College Algebra, MATH 1430G Applications of Calculus I, and A ST 311 Statistical Applications must be completed.

⁴ See the Viewing a Wider World (<https://catalogs.nmsu.edu/nmsu/general-education-viewing-wider-world/#viewingawiderworldtext>) of the catalog for a full list of courses.

⁵ Elective credit may vary based on prerequisites, dual credit, AP credit, double majors, and/or minor coursework. The amount indicated in the requirements list is the amount needed to bring the total to 120 credits and may appear in variable form based on the degree. However, students may end up needing to complete more or less on a case-by-case basis and students should discuss elective requirements with their advisor.

A Suggested Plan of Study for Students

This roadmap assumes student placement in MATH 1220G College Algebra and ENGL 1110G Composition I. The contents and order of this roadmap may vary depending on initial student placement in Mathematics and English. It is only a suggested plan of study for students and is not intended as a contract. Course availability may vary from Fall to Spring semesters and is subject to modification or change. Online availability and enrollment may be limited.

First Year		
Semester 1		Credits
ENGL 1110G	Composition I (C- or better) ¹	4
or ENGL 1110H	or Composition I Honors	
MATH 1220G	College Algebra (C- or better) ¹	3

2 Marketing (Professional Selling) - Bachelor of Business Administration

BCIS 1110	Introduction to Information Systems (C- or better)	3
Area V: Humanities Course ²		
Elective Course		3
Credits		16
Semester 2		
COMM 1115G or HNRS 2175G	Introduction to Communication (C- or better) or Introduction to Communication Honors	3
BUSA 1110	Intro to Business (C- or better)	3
MATH 1430G	Applications of Calculus I ¹	3
Area III: Laboratory Science Course ²		
Area VI: Creative and Fine Arts Course ²		
Credits		16
Second Year		
Semester 1		
ENGL 2210G or ENGL 2210H	Professional and Technical Communication (C- or better) ¹ or Professional and Technical Communication	3
ECON 2110G	Macroeconomic Principles (C- or better)	3
ACCT 2110	Principles of Accounting I (C- or better)	3
A ST 311	Statistical Applications	3
Elective Course		3
Credits		15
Semester 2		
ECON 2120G	Principles of Microeconomics Honors (C- or better)	3
ACCT 2120	Principles of Accounting II (C- or better) ¹	3
MKTG 303	Principles of Marketing	3
MGMT 309	Human Behavior in Organizations	3
VWW: Viewing a Wider World Course (excluding MKTG 311V) ³		
Credits		15
Third Year		
Semester 1		
MKTG 311V	Consumer Behavior	3
MKTG 312	Personal Selling	3
BCIS 338	Business Information Systems I ¹	3
BLAW 316	Legal Environment of Business	3
BFIN 341	Financial Analysis and Markets ¹	3
Credits		15
Semester 2		
MKTG 310	Marketing Research (Usually delivered face to face in Fall and Spring; delivered online in Spring only. Must earn a grade of at least C-.) ¹	3
MKTG Upper-Division Elective		
MGMT 344	Production and Operations Management ¹	3
VWW: Viewing a Wider World Course (excluding MKTG 311V) ³		
Elective Course		3
Credits		15
Fourth Year		
Semester 1		
MKTG 453	Sales Management	3
MKTG Upper-Division Elective		
Any Upper-Division Business Elective Course (excluding A ST 311)		
Any Upper-Division Business Elective Course (excluding A ST 311)		
Elective Course		3
Credits		15

Semester 2		
MKTG 489	Strategy and Policy (Usually delivered face to face in Fall and Spring; delivered online in Summer only. Must earn a grade of at least C-.) ¹	3
MKTG 462	Advanced Sales	3
MGMT 449	Strategic Management ¹	3
Elective Course(s)		
Credits		13
Total Credits		120

¹ These courses have prerequisites and it is the students responsibility for checking and fulfilling all course prerequisites listed for these courses.

² See the General Education (<https://catalogs.nmsu.edu/nmsu/general-education-viewing-wider-world/>) section of the catalog for a full list of courses.

³ See the Viewing a Wider World (<https://catalogs.nmsu.edu/nmsu/general-education-viewing-wider-world/#viewingawiderworldtext>) section of the catalog for a full list of courses.

⁴ While this course can *currently* be substituted for by other upper-division MKTG courses, it is likely to be required in future catalogs and taking it is strongly encouraged.