



BACHELOR OF BUSINESS ADMINISTRATION DEGREE

Student Name:

Student ID#:

Date:

Starting Year:	2023 Starting Freshman	Take In	Completed	Remaining
Major(s):	Sales Management			
Minor:				

Notes:	Take In	Completed	Remaining

ENG 0900: Developmental Composition 3 cr. _____ MTH 0980: Developmental Mathematics 3 cr. _____

Credits earned for these classes DO NOT apply toward degree requirements

FALL - FRESHMAN					FALL - JUNIOR				
MKT 1000	Introduction to Sales			3	MKT 3133	Retail Management (MGT 2300, MKT 2080 ACC 2415)			3
ENG 1150	Composition I			3	CHOICE				3
FDN 1110	Student Success Seminar			1	3000/4000	CHOICE (SEE *SIE BELOW)			3
MGT 2300	Principles of Management			3	MTH 2310	Statistics I (MIS 1500, MTH 1100/1150)			3
MKT 2080	Principles of Marketing			3	SPC 2050	Speech			3
PHL 1100	Philosophy of American Life & Business			3					
SPRING					SPRING				
MKT 2150	Professional Selling (MKT 2080)			3	MKT 3250	Advanced Selling & Sales Management (MKT 2150)			3
ECN 2210	Principles of Microeconomics			3	3000/4000	CHOICE (SEE *SIE BELOW)			3
ENG 1200	Composition II (ENG 1150)			3	3000/4000	CHOICE (SEE *SIE BELOW)			3
FDN 1300	Student Leadership Seminar			1	LAW 3000	Business Law I			3
MIS 1500	Business Productivity Software			3	PHL 3100	Ethics (60 crs. completed)			3
MTH 1100	Finite Math OR				FALL - SENIOR				
MTH 1150	College Algebra			3	MKT 4350	Sales Negotiations (MKT 3250)			3
FALL - SOPHOMORE					3000/4000	PSY/SOC/HUM (SEE *SIE BELOW)			3
MKT 2220	Sales & Technology			3	3000/4000	CHOICE (SEE *SIE BELOW)			3
ACC 2410	Fundamentals of Financial Accounting			3	FIN 3010	Financial Management (ACC 2415)			3
CHOICE				3	MGT 4250	Organizational Behavior (MGT 2300) (SEE *SIE BELOW)			3
ECN 2220	Principles of Macroeconomics			3	SPRING				
FDN 2250	Blueprint for Success			1	MKT 4600	Sales Operations Excellence (MKT 4350)			3
HIS 2100	Foundations of the Modern World I			3	3000/4000	CHOICE (SEE *SIE BELOW)			3
SPRING					ECN 4010	Economics of Public Policy (ECN 2210, 60 credits)			3
MKT 2400	Public Relations (MKT 2080)			3	MGT 4800	Strategic Planning (90crs., MGT 2300, FIN 3010/3210)			3
ACC 2415	Fundamentals of Managerial Accounting (ACC 2410)			3	CHOICE	Optional			
CHOICE				3					
NSC 2100	Environmental Science			3					
PSC 2010	Introduction to American Government			3					
LOWER LEVEL HOURS COMPLETED				0	UPPER LEVEL HOURS COMPLETED				0
LOWER LEVEL HOURS REMAINING				63	UPPER LEVEL HOURS REMAINING				57
TOTAL HOURS COMPLETED				0	TOTAL HOURS REMAINING				120

Taking Courses off-sequence will delay timely degree completion. Students required to take developmental courses (ENG 0900 & MTH 0980) will automatically be off sequence. These courses are required, but do not count towards degree completion. It is the student's responsibility to consult with an Academic Advisor to ensure timely degree completion.

** Students who are required to complete internships will complete after their Junior year with Department Chair approval.

A minor consists of 18 credits (6 courses) in a defined discipline. Three of these courses (9 credits) must be at the 3000/4000 level and 6 credits must be taken at Northwood University. Some minors require specific coursework. Contact your Academic Advisor for programs that require specific coursework.

*SIE (Semester in Europe) Course Substitutions: Courses that are taken by students who participate in the Semester in Europe program. Students interested in this program should not take these courses prior to SIE. They will take these courses during Semester in Europe. See an Academic Advisor if you have questions.

Northwood University is devoted to continuous improvement of all programs and reserves the right to revise all curriculum guides or academic programs. These enhancements could cause changes in your program of study. This curriculum guide reflects what is correct at the time of publication.