



# BACHELOR OF BUSINESS ADMINISTRATION DEGREE (BBA/MBA)

Student Name:

Student ID#:

Date:

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

ENG 0900: Developmental Composition 3 cr. \_\_\_\_\_ MTH 0980: Developmental Mathematics 3 cr. \_\_\_\_\_

Credits earned for these classes DO NOT apply toward degree requirements

FALL - FIRST YEAR				FALL - THIRD YEAR			
ENG 1150	Composition I		3	MKT 3133	Retail Management (MGT 2300, MKT 2080, ACC 2415)		3
FDN 1110	Student Success Seminar		1	3000/4000	CHOICE (SEE *SIE BELOW)		3
MGT 2300	Principles of Management		3	CHOICE			3
PHL 1100	Philosophy of American Life & Business		3	FIN 3010	Financial Management (ACC 2415) (FIN 3210 recommended)		3
MTH 1150	Finite Math OR			MGT 4250	Organizational Behavior (MGT 2300) (SEE *SIE BELOW)		3
MTH 1100	College Algebra OR			MKT 4350	Sales Negotiations (MKT 3250)		3
MTH 3100	Calculus		3	<b>SPRING</b>			

MKT 1000	Introduction to Sales		3	ECN 4010	Economics of Public Policy (ECN 2210, 60 credits)		3
MKT 2080	Principles of Marketing		3	3000/4000	CHOICE (SEE *SIE BELOW)		3

SPRING				SUMMER or COMPRESSED COURSES			
ECN 2210	Principles of Microeconomics		3	MGT 4800	Strategic Planning (MGT 2300, FIN 3010/3210)		3
ENG 1200	Composition II (ENG 1150)		3	MKT 4600	Sales Operations Excellence (MKT 4350)		3
FDN 1300	Student Leadership Seminar		1	PHL 3100	Ethics		3

MIS 1500	Business Productivity Software		3	3000/4000	CHOICE (SEE *SIE BELOW)		3
MKT 2150	Professional Selling (MKT 2080)		3	3000/4000	PSY/SOC/HUM (SEE *SIE BELOW)		3
NSC 2100	Environmental Science		3	MKT 3990	Internship (See * in notes section)		3
SPC 2050	Speech		3				

FALL - SECOND YEAR				Notes:			
ACC 2410	Fundamentals of Financial Accounting		3	A maximum of 19 credits are to be taken in a semester.			
CHOICE			3	Any courses taken in a compressed or summer session are at student's expense.			
ECN 2220	Principles of Macroeconomics		3	In the DeVos MBA program, students develop business acumen, critical thinking, and personal effectiveness. To fully prepare for the study of business acumen concepts at the graduate level, Northwood recommends that students in the four-year BBA/MBA program take the following elective courses: <b>MTH 3100 Calculus I, MTH 3340 Statistics II, MKT 3050 Consumer Behavior, MKT 4230 Marketing Research, ECN 3000 International Trade and FIN 4010 International Finance.</b>			
FDN 2250	Blueprint for Success		1	In the DeVos MBA program, students develop personal effectiveness during class meetings as well as through work in groups. To accelerate the learning in this area, Northwood recommends that students in the four-year BBA/MBA program take <b>SOC 3500 Cultural Anthropology.</b>			
HIS 2100	Foundations of the Modern World I		3				
MKT 2220	Sales and Technology		3				
MTH 2310	Statistics I (MIS 1500, MTH 1100/1150)		3				
<b>SPRING</b>							
MKT 2400	Public Relations (MKT 2080)		3				
ACC 2415	Fundamentals of Managerial Accounting (ACC 2410)		3				
CHOICE			3				
LAW 3000	Business Law I		3				
MKT 3250	Advanced Selling & Sales Management (MKT 2150)		3				
PSC 2010	Introduction to American Government		3				

<b>LOWER LEVEL HOURS COMPLETED</b>			<b>0</b>	<b>UPPER LEVEL HOURS COMPLETED</b>			<b>0</b>
<b>LOWER LEVEL HOURS REMAINING</b>			<b>75</b>	<b>UPPER LEVEL HOURS REMAINING</b>			<b>45</b>
<b>TOTAL HOURS COMPLETED</b>			<b>0</b>	<b>TOTAL HOURS REMAINING</b>			<b>120</b>

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.

\*A credit-bearing internship is required prior to starting the MBA program. All internships must be approved by the Chair of your specific program.

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.