

## B.S. DEGREE IN MARKETING REQUIREMENTS FOR THE PROFESSIONAL SALES MAJOR

**2015-2016**

**Admission Requirements for the Professional Sales Major:**

The Professional Sales major is a limited access program. To be admitted to the major, students must (1) have completed at least 52 semester hours, (2) have completed ACG 2021, ACG 2071, CGS 2100 or CGS 2518, ECO 2013, ECO 2023, MAC 2233, and STA 2023 with a grade of “C-” or better in each course, and (3) have the required overall GPA on all prior college level work that is in effect at the time they enter the major. **The overall GPA required for the 2015-2016 academic year (Fall 2015, Spring 2016, and Summer 2016) is 2.90. The overall GPA required is subject to change each academic year.**

**Lower-level Prerequisites for Professional Sales Majors: Students must earn a “C-” or better in each course. All of these courses must be completed prior to admission to the Professional Sales major.**

Course #		Course Title	Hrs	Course Prerequisites
ECO	2013	Principles of Macroeconomics	3	None
ECO	2023	Principles of Microeconomics	3	None
MAC	2233	Calculus for Business	3	MAC 1105
STA	2023	Fundamental Business Statistics	3	MAC 1105
CGS	2100	Microcomputer Applications for Business	3	None
or CGS	2518	Spreadsheets for Business ( <i>CGS2518 is required for graduation</i> )	3	None
ACG	2021	Introduction to Financial Accounting	3	None
ACG	2071	Introduction to Managerial Accounting	3	ACG 2021

**CGS 2518 – Spreadsheets for Business (3) is required for students in the Professional Sales Major. A grade of “C-” or better is required.**

**RMI 2302 – Risk in Business and Society (3) is required for students entering FSU Fall 2013 or later. A grade of “C-” or better is required.**

**3000-4000 Level Course Requirements: All students at FSU must complete at least 45 hours in courses at the 3000 or 4000 level. These courses may be in business or outside of business. The specific courses required at the 3000-4000 level for the Professional Sales major total 42 hours.**

**General Business Core Requirements for Professional Sales Majors: Students must earn a “C-” or better in each course.**

BUL	3310	The Legal and Ethical Environment of Business	3	None
FIN	3403	Financial Management of the Firm	3	ECO 2023, ACG 2021
GEB	3213	Business Communications	3	Admission to the major
MAN	3240	Organizational Behavior	3	None
MAR	3023	Basic Marketing Concepts	3	ECO 2023

**General Business Breadth Requirements for Professional Sales Majors: Students must earn a “C-” or better in each course.**

MAN	4752	Competitive Dynamics	3	All Core Courses
MAR	3400	Professional Selling	3	MAR 3023 (pre/co-req)
QMB	3200	Quantitative Methods for Business Decisions	3	CGS 2100, STA 2023

## Requirements for the Professional Sales Major

Professional Sales Major Area Requirements: Students must earn a "C-" or better in each course.				
Course #		Course Title	Hrs	Course Prerequisites
MAR	4403	Sales Management	3	MAR 3023, MAR 3400
MAR	4415	Advanced Sales Techniques	3	MAR 3023, MAR 3400
MAR	4613	Marketing Research	3	MAR 3023, QMB 3200
MAR	4946	Professional Sales Practicum	3	MAR 3023 and MAR 3400 (plus one additional MAR course if for internship credit)
Plus two (2) electives from the following list:				
MAN	3504	Service Operations Management	3	QMB 3200
MAN	3600*	Multinational Business Operations	3	ECO 2013, ECO 2023
MAN	4441	Negotiations and Conflict Management	3	MAN3240
MAR	3231**	Retailing Management	3	MAR 3023
MAR	3323**	Promotional Management	3	MAR 3023
MAR	3461**	Principles of Purchasing	3	MAR 3023
MAR	3503	Consumer Behavior	3	MAR 3023
MAR	3711	Sports, Recreation, and Entertainment Marketing	3	MAR 3023
MAR	4156	Multinational Marketing	3	MAR 3023, MAN 3600
MAR	4203**	Logistics & Supply Chain Management	3	MAR 3023, MAN 3504
MAR	4462**	Seminar in Purchasing & Materials Management	3	MAR 3023, MAR 3461
MAR	4614**	Advanced Marketing Research	3	MAR 3023, MAR 4613
MAR	4717	Strategic Sports Marketing	3	MAR 3023, MAR 3711
MAR	4721	Electronic Marketing	3	MAR 3023
MAR	4841	Services Marketing	3	MAR 3023
MAR	4939r**	Marketing Seminar (Special Topics)	3	MAR 3023

**Note:** For students double majoring in Sales and Risk Management / Insurance, students may replace a Risk Management/Insurance elective with a sales elective.

\* The same course may not be used to satisfy part of the General Business Breadth Requirements and part of the Professional Sales Major Area Requirements.

\*\* These courses are offered based on faculty availability.

\*\*\* Students choosing to double major in two marketing majors must have a minimum of four additional Marketing courses for the second major.

## Additional Information:

1. In addition to the requirements outlined above, each student must complete all University-wide requirements for graduation. These requirements include liberal studies requirements, the multicultural requirement, the Gordon Rule writing requirement, the summer school requirement, the FSU residency requirement, and total hours requirements.
2. Students **must not** enroll in **any** course at another institution without first receiving approval from the College of Business Undergraduate programs Office. Once enrolled at FSU, students should plan to take their upper-level business courses at FSU. Any exception to this policy must be approved in advance by the College of Business Undergraduate Programs Office. Transfer of upper-level business courses completed prior to enrolling at FSU must be from business colleges at other 4-year, accredited institutions. These courses must be approved for course substitution by the College of Business Undergraduate Programs Office upon entering FSU.
3. Please be advised that business courses offered in the summer semester are extremely limited.
4. For further information regarding the Professional Sales major, contact Pat Pallentino at [ppallentino@business.fsu.edu](mailto:ppallentino@business.fsu.edu) or 644-7875.