

# PROFESSIONAL SALES

## Major

For Students Entering KSU

FALL 2014 through SUMMER 2015



Coles College of Business  
Undergraduate Advising Center

BB 431 470-578-6055

See separate sheet for General Education requirements.

Course Grade	3.00 GPA Required*	Sophomore GPA Requirement: Lower-Division Business Core & Calculus*	Credit Hours
	ACCT 2100	Introduction to Financial Accounting	3
	ACCT 2200	Introduction to Managerial Accounting	3
	ECON 2100	Principles of Microeconomics (hours counted in General Education)	
	ECON 2200	Principles of Macroeconomics	3
	ECON 2300	Business Statistics	3
	IS 2200	Information Systems & Communication	3
	BLAW 2200	Legal & Ethical Environment of Business	3
	MATH 1160	Elementary Applied Calculus or MATH 1190-Calculus or higher calculus (hours counted in General Education.)	

"S" Grade Required	Part 1 – Hughes Leadership & Career Program Requirement*		Credit Hours
	BUSA 2150	Discovering My Major & Career	0

\*After meeting both of the above requirements, apply to the Coles Undergraduate Professional Program.

**Admission to the Coles Undergraduate Professional Program is required to proceed to upper-division business courses.**

"S" Grade Required	Parts 2 & 3 – Hughes Leadership & Career Program Requirement		Credit Hours
	BUSA 3150	Developing My Career Essentials	0
	BUSA 4150	Driving My Success	0

### Upper-Division Business Core

	ECON 3300	Applied Statistical and Optimization Models	3
	FIN 3100	Principles of Finance	3
	MKTG 3100	Principles of Marketing	3
	MGT 3100	Management & Behavioral Science	3
	MGT 3200	Operations Management	3
	MGT 4199	Strategic Management (This course must be taken your last or next to last semester at KSU – it cannot be taken at another school. All other courses in this section, except for ECON 3300, must be completed before taking this course.)	3

### Information Technology Requirement

	IS 3100	Information Systems Management	3
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Course Grade	Courses	Major Field Requirements	Credit Hours
	MKTG 3410	Professional Selling	3
	MKTG 4430	Market Analysis	3
	MKTG 4450	Sales Management	3
	MKTG 4750	Advanced Selling	3
	MKTG 4820	International Marketing	3
	MKTG 4850	Business to Business Marketing	3

### Major Field Electives

		<u>SELECT 6 HOURS FROM THE FOLLOWING:</u>	6
	MKTG 3150	Consumer Behavior	
	MKTG 3800	Entertainment Marketing	
	MKTG 4100	Marketing Research	
	MKTG 4300	Basic Retailing	
	MKTG 4350	Retail Management	
	MKTG 4476	Contemporary Global Business Practices (cannot also take MGT 4476)	
	MKTG 4500	Internet Marketing and Global Business	
	MKTG 4520	Social Media Marketing	
	MKTG 4620	Services Marketing	
	MKTG 4630	Direct Response Marketing	
	MKTG 4650	Advertising	
	MKTG 4666	Marketing for Entrepreneurs	
	MKTG 4670	Promotional Strategy	
	MKTG 4870	Sports Marketing	
	MKTG 4880	Hospitality & Tourism Marketing	
	MKTG 4990	Marketing Strategy	
	MKTG 4400	Directed Study	
	MKTG 4490	Special Topics in Marketing	

### Business Electives

		Nine semester hours of upper-division courses (3000/4000) outside the Major, but inside the Coles College of Business. MKTG courses cannot be used here. (A maximum of <u>6</u> semester hours of Professional Sales Co-ops and Internships may be used here. Co-op and internship hours cannot be used in any other section.) See a Coles Professional Advisor before taking MGT courses here – some MGT courses cannot be used here.	9
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### Non-Business Electives

		Six semester hours of any level (1000-4000) non-business courses offered at Kennesaw State.	6
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(continued)

**\*Coles Undergraduate Professional Program –**

- **Admission to the Coles Undergraduate Professional Program is a prerequisite for all upper-division business courses.**
- **Sophomore GPA Requirement – Business majors who first enroll at KSU in Fall 2008 or later must complete the Sophomore GPA Requirement as part of their requirements for admission to Coles. This involves completing the seven lower-division business core courses plus a calculus course with an adjusted GPA of 3.00 or higher. A grade of “C” or better is required in each of these courses. Regardless of whether these courses are taken at KSU or another acceptable accredited university, their grades will be used in this GPA calculation. If KSU brings in a transfer course with something other than 3 hours credit, that will affect the GPA calculation.**
- **Hughes Leadership & Career Program Requirement – Business majors who first enroll at KSU in Fall 2014 or later must complete the Hughes Leadership & Career Program, which consists of 3 courses. Completion of the first of these courses, BUSA 2150, is required for admission to Coles.**
- **You should complete the requirements and apply to the Coles Undergraduate Professional Program as soon as possible. Otherwise your progression to upper-division business courses may be delayed.**



**NOTES –**

1. **Additional Information/Updates** – This checksheet does not describe all of KSU’s policies and requirements. You must follow all the rules that are in the *KSU Undergraduate Catalog*. We have worked hard to ensure the accuracy of the information in this checksheet up to the date shown below. **Be sure to check regularly for revisions/updates** to this info.
2. **Prerequisites** – Check the **most recent** edition of the *KSU Undergraduate Catalog* for course prerequisites. Students are responsible for meeting a course’s **current** prerequisites even if they changed after the student started at KSU. The *Catalog* is online at [catalog.kennesaw.edu](http://catalog.kennesaw.edu).
3. **KSU Grade Requirements** –
  - Business majors must earn a grade of “C” or better in all business courses counted toward their degree.
  - Students must earn at least a 2.0 GPA to receive a degree from KSU.
4. **KSU Residency Requirements** – In order to receive a business degree from KSU:
  - All students must complete at least 33 semester hours of business courses at KSU, including at least 24 semester hours of upper-division business courses.
  - All students must complete at least 12 semester hours of their Major Field Requirements and Major Field Electives at KSU.
  - All students must complete at least 20 of their last 30 semester hours before graduation at KSU.

5. You must graduate following the program requirements in a *KSU Undergraduate Catalog* that is not more than 10 years old at the time of graduation. If you do not graduate within 10 years of starting at KSU, you will have to move up to a more recent *Catalog* and meet all of the program requirements in it.

If you stay out of school for several terms and KSU requires you to be readmitted when you come back, you will have to follow the *Catalog* in effect for the term you are readmitted.

If you change your Major, you will have to meet the degree requirements in the *Catalog* in effect for the term when you made that change.

6. Disclaimer: Completion of this check sheet does not insure that graduation requirements have been fulfilled. Only the KSU Registrar's Office can say whether all graduation requirements have been met. Submit your petition to graduate to them as soon as you are eligible (at the beginning of the term before the term you want to graduate).