

**BACHELOR of SCIENCE in MARKETING (#720)****SALES**

Department of Marketing  
 Gordon Ford College of Business  
 Western Kentucky University

The suggested program of study shown below should be used in consultation with your advisor(s).  
 Every student will finish with a unique plan of his/her own depending on the electives selected.

**SAMPLE - Four Year Plan**

Fall Semester		Spring Semester	
BA 175, University Experience Business	3	ACCT 200, Introductory Accounting – Financial	3
CIS 141, Basic Computer Literacy	3	Arts & Humanities (E-AH)	3
ECON 202, Principles of Economics – Micro (E-SB)	3	COMM 145, Fund Speaking (F-OC)	3
ENG 100, Introduction to College Writing (F-W1)	3	ECON 203, Principles of Economics – Macro (E-SB)	3
MATH 123, Mathematical Apps for Business (F-QR)	3	Literary Studies (F-AH)	3
<b>TOTAL CREDIT HOURS</b>	<b>15</b>	<b>TOTAL CREDIT HOURS</b>	<b>15</b>

Fall Semester		Spring Semester	
ACCT 201, Introductory Accounting – Managerial	3	ECON 206, Statistics	3
Natural & Physical Sciences (E-NS)	3	Connections <sup>1</sup> (K-SC or K-LG or K-SY)	3
HIST 101 or 102, World History I or II (F-SB)	3	MGT 200, Legal Environment of Business	3
CIS 243, Principles of MIS	3	MKT 220, Basic Marketing Concepts	3
MGT 210, Organization and Management	3	Natural & Physical Sciences with lab (E-SL)	3
<b>TOTAL CREDIT HOURS</b>	<b>15</b>	<b>TOTAL CREDIT HOURS</b>	<b>15</b>

For more details and courses offered in the **Colonnade General Education** program visit the <https://www.wku.edu/colonnade/>.

Language Proficiency of novice-high before completing 60 credit hours is required (or completion of 2<sup>nd</sup> level of a language). Two credits (or equivalent) of a single world language in High School will satisfies this WKU requirement.

**Admission to the Gordon Ford College of Business and the Major** – To gain admission to the Gordon Ford College of Business (GFCB) and the Marketing major students must have 60 earned hours with a minimum 2.5 overall GPA. They must also complete the eight admission courses (ACCT 200, ACCT 201; CIS 141; COMM 145; ECON 202, ECON 203, ECON 206; MATH 123 (or higher) with a separately calculated 2.5 GPA in ACCT 200, CIS 141, COMM 145, ECON 202, ECON 206, and MKT 220 (must be C or higher).

Fall Semester		Spring Semester	
Connections <sup>2</sup> (K-SC or K-LG or K-SY)	3	Connections <sup>3</sup> (K-SC or K-LG or K-SY)	3
FIN 330, Principles of Financial Management	3	ECON 306, Statistical Analysis	3
MGT 314, Operations Management	3	General University Elective	3
MGT 361, Business Communication Fundamentals <b>OR</b> ENG 306, Business Writing	3	MKT 325, Personal Selling	3
MKT 321, Consumer Behavior	3	Writing in the Disciplines (F-W2)	3
<b>TOTAL CREDIT HOURS</b>	<b>15</b>	<b>TOTAL CREDIT HOURS</b>	<b>15</b>

Fall Semester		Spring Semester	
General University Elective	3	General University Elective	3
Marketing Upper-Division Elective	3	MGT 498, Strategy & Policy <b>OR</b> ENT 496, Small Business Analysis & Strategy	3
MKT 329, Business-to-Business Marketing	3	MKT 422, Marketing Management	3
MKT 421, Marketing Research	3	MKT 425, Advanced Personal Selling	3
MKT 424, Sales Force Management	3	PSY 371, Psychology of Sales Behavior <b>OR</b> Professional Upper-Division Elective <b>OR</b> Marketing Upper-Division Elective	3
<b>TOTAL CREDIT HOURS</b>	<b>15</b>	<b>TOTAL CREDIT HOURS</b>	<b>15</b>

**Total Credit Hours: 120**

**Department:** Marketing, Grise Hall 432

**Phone:** (270) 745-2249

**Website:** <https://www.wku.edu/marketing/>

**Course Descriptions:** <http://www.wku.edu/undergraduatecatalog/>