



**Department of Marketing**  
**Bachelor of Science in Business**  
**Marketing Management Major**  
**Major Concentration: Professional Sales**  
**for students graduating in calendar year 2021**

**University Policy 91** requires a student to make satisfactory academic progress towards a degree, see Footnote 1, in order to remain enrolled in the institution. Students are responsible for reading and understanding Policy 91, in accordance with Pamplin Policies (<http://www.pamplin.vt.edu/undergraduate-programs/advising/academic-policies/>)

**FRESHMAN YEAR** (32 Semester Hours Required)

	<b>F</b>	<b>SP</b>
ACIS 1504 Introduction to Business Analytics and Business Intelligence <sup>1,2</sup>	3 _____	
ENGL 1105-1106 Freshman English or COMM 1015-1016 COMM Skills (Area 1)	3 _____	3 _____
MATH 1525-1526 Elementary Calculus with Matrices <sup>1,2</sup> (Area 5)	3 _____	3 _____
Scientific Reasoning and Discovery (Area 4)	3 _____	3 _____
PSYC 1004 <b>OR</b> SOC 1004 Intro. to Psychology or Sociology	3 _____	
Free Electives <sup>4</sup>		3 _____
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Free Electives <sup>4</sup>	1 _____	1 _____

**SOPHOMORE YEAR** (33 Semester Hours Required)

	<b>F</b>	<b>SP</b>
ACIS 2115-2116 Principles of Accounting <sup>1,2</sup>	3 _____	3 _____
BIT 2405-2406 Quantitative Methods <sup>1,2</sup>	3 _____	3 _____
ECON 2005-2006 Principles of Economics (Area 3) <sup>1,2</sup>	3 _____	3 _____
Ideas, Cultural Traditions, and Values (Area 2)	3 _____	3 _____
COMM 2004 Public Speaking or if COMM 1015-6 completed, then Free Elective <sup>3,4</sup>	3 _____	
Free Electives <sup>4</sup>	3 _____	3 _____

**JUNIOR YEAR** (30 Semester Hours Required)

	<b>F</b>	<b>SP</b>
# MGT 3304 Management Theory & Leadership Practice <sup>2</sup>	3 _____	
# MKTG 3104 Marketing Management <sup>2,5</sup> (Pre: BIT 2406)	3 _____	
# MKTG 4154 Marketing Research (Pre: BIT 2405, 2406; Co: MKTG 3104)		3 _____
# BIT 3414 Operations and Supply Chain Management <sup>2</sup>	3 _____	
# FIN 3104 Introduction to Finance <sup>2</sup>	3 _____	
# FIN 3054 Legal and Ethical Environment of Business <sup>2</sup>		3 _____
# MKTG 4204 Consumer Behavior (Pre: MKTG 3104)		3 _____
# MKTG 4554 Buyer-Seller Relationships (Pre: MKTG 3104, Co: MKTG 4204)		3 _____
Free Electives <sup>4</sup>	3 _____	3 _____

**SENIOR YEAR** (30 Semester Hours Required)

	<b>F</b>	<b>SP</b>
# MKTG 4354 Marketing Channels and Logistics (Pre: MKTG 3104, 4204)	3 _____	
# MKTG 4304 Marketing Communications (Pre: MKTG 3104, 4204)	3 _____	
# MKTG 4774 Advanced Professional Selling (Pre: MKTG 4554, 4204)	3 _____	
# MKTG 4644 Marketing Society and Public Interest (Pre: MKTG 3104)		3 _____
# MKTG 4454 Sales Force Management (Pre: MKTG 4554, 4204)		3 _____
# MGT 4394 Strategic Management <sup>2</sup>		3 _____
# MKTG 4754 Strategic Marketing <sup>6</sup> (must be taken during last semester)		3 _____
Marketing Professional Sales Elective (as indicated below)	3 _____	
Free Electives <sup>4</sup>	3 _____	3 _____

**PROFESSIONAL SALES ELECTIVE COURSES (Select one course (THREE HOURS) from the following):**

**(Pre: MKTG 3104 required for all MKTG courses listed below)**

- # MKTG 4254 Product and Price Management
- # MKTG 4264 Analytics for Marketing
- # MKTG 4404 Field Practicum in Marketing
- # MKTG 4604 Retail Management
- # MKTG 4754 Strategic Marketing must be taken during your last semester. <sup>6</sup> (satisfies in-major writing intensive requirement)
- # MKTG 4974 Independent Study (by arrangement only)
- # COMM 3064 Persuasion
- # COMM 3124 Interpersonal Communication

**GENERAL INFORMATION:**

This checklist applies to students completing their degrees in calendar year 2021 in terms ending May, July, August, or December. **A total of 125 semester hours is required for graduation.**

**Overall and In-Major GPA:** **Overall and In-Major GPA:** Students must have an overall GPA of at least a 2.0 and an in-major GPA of at least a 2.0 to graduate. Courses used to calculate the in-major GPA are noted with a # (e.g., #MKTG 4154).

**Foreign Language Requirement:** Students who did not successfully complete at least two years of a single foreign, classical or sign language during high school must successfully complete six semester hours of a single foreign, classical, or sign language at the college level. See "Entrance Requirements," Undergraduate Catalog. College-level language credits used to meet this requirement may not be used to satisfy the minimum number of credits required by the degree.

**FOOTNOTES:**

<sup>1</sup> Satisfactory progress toward a degree: Upon having attempted 72 semester credits (students who entered Pamplin as freshmen), or 90 semester credits (students who transferred into Pamplin), a student must: (1) achieve no grade lower than a C- in Math 1525 and 1526 (or acceptable equivalents); ACIS 1504, 2115, and 2116; BIT 2405 and 2406; ECON 2005 and 2006, and (2) achieve a minimum GPA of 2.0 in the combination of courses previously listed. Students who have not met the requirements will be notified upon reaching 72 credits (or 90 credits for transfer students) that they must complete any missing courses during the next term of enrollment to rectify any deficiencies. Failing to do so will result in a student being required to transfer to another college at Virginia Tech. This policy is strictly enforced.

<sup>2</sup> Graduation requirements: A student must achieve a grade of C- or better in the business core courses (ACIS 1504, MATH 1525-1526, ACIS 2115-2116, BIT 2405-2406, ECON 2005-2006, BIT 3414, FIN 3104, MGT 3304, MKTG 3104, FIN 3054 and MGT 4394). A grade of C- or better must be earned in BIT 3414, FIN 3104, MGT 3304, and MKTG 3104 before taking MGT 4394. FIN 3054 may be taken at the same time as MGT 4394, however, the student must earn the specified grade or repeat the course and earn a C- or better before a business degree can be earned.

<sup>3</sup> COMM 2004 Public Speaking is required for all Business majors who did not take COMM 1015-1016. It may be completed in the sophomore, junior or senior year.

<sup>4</sup> Free electives must include at least one hour from the Curriculum for Liberal Education Area 6: Creativity and Aesthetic Experience. Area 7, Critical Issues in a Global Context, may be used to meet another requirement or taken as a free elective.

<sup>5</sup> MKTG 3104 must be completed prior to enrolling in any 4000 level MKTG courses, with the exception that MKTG 4154 can be taken concurrently.

<sup>6</sup> MKTG 4754 must be taken during your last semester. MKTG 3104, 4154, 4204, and two of MKTG 4554, 4254, and 4264 must be completed before taking MKTG 4754; the third can be completed concurrently.

Revised: February 2, 2019