

The University of Toledo College of Business Administration
Marketing & Professional Sales Degree Requirements 2008-2010

Sample Full-Time Plan of Study - Dual Major

	Fall Semester			Spring Semester		
Freshman Year	BUAD 1000	Orientation	1	ENGL 2960	Organizational Report Writing	3
	ENGL 1110	College Composition I	3	MATH 1270	Calculus w/ Bus Appl II	3
	MATH 1260	Calculus w/ Bus Appl I	3	BUAD 1020	Micro-Computer Applications	3
	BUAD 1010	Intro. to Business	3	ECON 1150	Intro. to Macro Economics	3
	PSY 1010	Intro to Psy/Soc Science	3	*	Natural Science Lecture	3
	*	Natural Science Lecture	3	*	Natural Science Lab	1
	Total 16 hours			Total 16 hours		
Sophomore Year	BUAD 2040	Financial Accounting Info	3	BUAD 2050	Accounting for Decision Making	3
	BUAD 2060	Data Analysis for Business	3	BUAD 2070	Application of Statistics	3
	ECON 1200	Intro. to Micro Economics.	3	BUAD 2080	Global Environment of Business	3
	PHIL 1020	Critical Thinking/Humanities	3	*	Multicultural Non-Western	3
	*	Multi-Cultural U.S. Diversity	3	COMM 3840	Interpersonal Comm/Humanities	4
	BUAD 2000	Career Development I	1			
	Total 16 hours			Total 16 hours		
Junior Year	BUAD 3010	Principles of Marketing	3	BUAD 3020	Manufacturing & Service Systems ..	3
	BUAD 3030	Managerial & Behv Processes	3	PSLS 3080	Purchasing/Bus. Rel. Mgmt.	3
	BUAD 3040	Principles of Financial Mgmt	3	PSLS 3440	Professional Sales	3
	BUAD 3050	Information Technology Mgmt	3	MKTG 3850	Buyer Behavior	3
	COMM 3880	Prof Business Communication	3	MKTG	Non-Sales Marketing Elective	3
	BUAD 3000	Career Development II	1		Non-Business Elective	1
	Total 16 hours			Total 16 hours		
Senior Year	BUAD 3470	Legal Environment of Business	3	BUAD 4020	Senior Business Policy Forum	3
	PSLS 3450	Account & Territory Mgmt	3	PSLS 4710	Sales Force Leadership	3
	MKTG 4540	Business Marketing	3	PSLS 4740	Advanced Sales	3
	MKTG 3880	Marketing Research & DB Mgmt	3	PSLS 4940	Prof Sales or Mktg Internship	3
	MKTG	Non-Sales Marketing Elective	3	MKTG 4130	Marketing Analysis	3
		Non-Business Elective	1		Non-Business Elective	1
	Total 16 hours			Total 16 hours		

NOTES: * Select from approved University CORE, See Degree Audit for course selections.

^ Computer Proficiency Course or Non-Business Elective