

2018–19 Marketing—Professional Selling Academic Map

MTSU Department of Marketing

**MIDDLE
TENNESSEE**

STATE UNIVERSITY.

An academic map is a suggested four-year schedule of courses based on degree requirements in the undergraduate catalog. This sample schedule serves as a general guideline to help build a full schedule each term. Milestones, courses, and special requirements necessary for timely progress to complete a major are designated to keep you on track to graduate in four years. **Missing milestones could delay your program.**

This map is not a substitute for academic advisement—contact your advisor if you have any questions about scheduling or about your degree requirements. Also see the current undergraduate catalog (catalog.mtsu.edu) for a complete list of requirements and electives. *Note: Requirements are continually under revision, and there is no guarantee they will not be changed or revoked; contact the department and/or program area for current information.*

You may choose to attend a summer term to reduce your load during fall or spring terms but still stay on track to graduate in four years (see back). NOTE: Learning Support courses will alter the sequences on this map.

Suggested Fall/Spring Four-Year Schedule with Business Administration Minor

FRESHMAN FALL			FRESHMAN SPRING		
Course	Hours	Milestones/Notes	Course	Hours	Milestones/Notes
ENGL 1010 (Comm)	3		ENGL 1020 (Comm)	3	
MATH 1630 or 1810 (Math)	3		COMM 2200 (Comm)	3	
Nat Sci (Rubric 1)	4		Nat Sci (Rubric 2)	4	
ECON 2410* (Soc/Beh Sci)	3		ECON 2420*	3	
Elective	1		Elective	3	
SUBTOTAL	14		SUBTOTAL	16	
SOPHOMORE FALL			SOPHOMORE SPRING		
ENGL 2020, ENGL 2030, or HUM 2610 (Hum/FA)	3		HUM/FA (Rubric 2)	3	
HUM/FA (Rubric 1)	3		HIST 2010, HIST 2020,or HIST 2030	3	
HIST 2010, HIST 2020,or HIST 2030	3		Soc/Beh Sci	3	
ACTG 2110*	3	Prereq: College-level math; ENGL 1010	ACTG 2120	3	Prereq: ACTG 2110
Elective	3		BIA 2610*	3	Prereq: MATH 1630 or 1810
SUBTOTAL	15		SUBTOTAL	15	
*2.25 GPA in these courses for admission to Jones College of Business			*2.25 GPA overall required for admission to Jones College of Business		
JUNIOR FALL			JUNIOR SPRING		
INFS 3100	3	Prereq: Junior standing	MKT 3010§	3	Prereq: Junior standing
BIA 3620/3621	3	Prereq: BIA 2610; Jr.	BUS 3000	3	Prereq: Junior standing
MGMT 3610	3	Prereq: Junior standing	FIN 3010	3	Prereq: Junior standing
BLAW 3400	3	Prereq: Junior standing	MKT 3840§	3	Prereq: MKT 3820
MKT 3820	3	Prereq: Junior standing	MKT 3930§	3	Prereq: MKT 3820; BIA 2610 or POD
SUBTOTAL	15		SUBTOTAL	15	
SENIOR FALL			SENIOR SPRING		
MKT 3910§	3	Prereq: MKT 3820	BCED 3510	3	Prereq: See catalog
MKT 3950§	3	Prereq: MKT 3820	MKT 4800§	3	
Business elective	3		MKT UD elective	3	
MKT 4850§	3	Prereq: MKT 3840	MKT UD elective	3	
MKT 4890§	3	Prereq: MKT 3910, 3930, and six additional hours of MKT	BUAD 4980§	3	Taken last semester
SUBTOTAL	15		SUBTOTAL	15	
§Admission required					
TOTAL HOURS IN PROGRAM: 120					

Marketing—Professional Selling

Suggested Fall/Spring/Summer Four-Year Schedule

Refer to www.mtsu.edu/financial-aid/scholarships for information regarding use of the Lottery Scholarship for the summer term.

FRESHMAN FALL			FRESHMAN SPRING		
Course	Hours	Milestones/Notes	Course	Hours	Milestones/Notes
ENGL 1010 (Comm)	3		ENGL 1020 (Comm)	3	
MATH 1630 or 1810 (Math)	3		COMM 2200 (Comm)	3	
Nat Sci (Rubric 1)	4		Nat Sci (Rubric 2)	4	
ECON 2410* (Soc/Beh Sci)	3		ECON 2420*	3	
Elective	1		Elective	3	
SUBTOTAL	14		SUBTOTAL	16	
FRESHMAN SUMMER					
Hum/FA (Rubric 1)	3		Hum/FA (Rubric 2)	3	
SUBTOTAL	3		SUBTOTAL	3	
SOPHOMORE FALL			SOPHOMORE SPRING		
ENGL 2020, ENGL 2030, or HUM 2610 (Hum/FA)	3		HIST 2010, HIST 2020,or HIST 2030	3	
HIST 2010, HIST 2020,or HIST 2030	3		Soc/Beh Sci	3	
ACTG 2110*	3	Prereq: College-level math; ENGL 1010	ACTG 2120	3	Prereq: ACTG 2110
Elective	3		BIA 2610*	3	Prereq: MATH 1630 or 1810
SUBTOTAL	12		SUBTOTAL	12	
*2.25 GPA in these courses for admission to Jones College of Business			*2.25 GPA overall required for admission to Jones College of Business		
SOPHOMORE SUMMER					
FIN 3010	3	Prereq: Junior standing	MKT 3820	3	
SUBTOTAL	3		SUBTOTAL	3	
JUNIOR FALL			JUNIOR SPRING		
INFS 3100	3	Prereq: Junior standing	MKT 3010§	3	Prereq: Junior standing
BIA 3620/3621	3	Prereq: BIA 2610; Jr.	BUS 3000	3	Prereq: Junior standing
MGMT 3610	3	Prereq: Junior standing	MKT 3840§	3	Prereq: MKT 3820
BLAW 3400	3	Prereq: Junior standing	MKT 3930§	3	Prereq: MKT 3820; BIA 2610 or POD
SUBTOTAL	12		SUBTOTAL	12	
JUNIOR SUMMER					
Business elective	3		BCED 3510	3	Prereq: See catalog
SUBTOTAL	3		SUBTOTAL	3	
SENIOR FALL			SENIOR SPRING		
MKT 3910§	3	Prereq: MKT 3820	MKT 4800§	3	
MKT 3950§	3	Prereq: MKT 3820	MKT UD elective	3	
MKT 4850§	3	Prereq: MKT 3840	MKT UD elective	3	
MKT 4890§	3	Prereq: MKT 3910, 3930, and six additional hours of MKT	BUAD 4980§	3	Taken last semester
SUBTOTAL	12		SUBTOTAL	15	
§Admission required					
TOTAL HOURS IN PROGRAM: 120					

In addition to the courses listed on this map, students must meet specific GPA and residency requirements. See Undergraduate Degree Requirements at catalog.mtsu.edu for specific information.

MTSU is an AA/EEO employer; created using the 2018-19 undergraduate catalog