

2026-2027 Marketing BBA Degree Plan

Student name: _____ UMID: _____ Date: _____

Advisor name: _____ Concentration: **Sales Management**



UNIVERSITY of
MONTEVALLO

The Purpose of General Education is to Gain:

- Knowledge of Human Cultures and the Physical and Natural World
- Intellectual and Practical Skills
- Personal and Social Responsibility
- Integrative and Applied Learning

Key Courses For General Education (53 hours)

- First Year Experience (3)**
Choose: GB 101 _____ 3 _____
1. **Written Composition (6)**
Choose: ENG 101 or 103. _____ 3 _____
Choose: ENG 102 or 104. _____ 3 _____
2. **Humanities & Fine Arts (18)**
Choose one: ENG 231, 233, 232 or 234.* _____ 3 _____
*Students must complete a six-hour sequence in either History or Literature. Students may complete both sequences.
Choose: COMS 101 or 102. _____ 3 _____
Choose one Fine Arts: ART 100, 120, 220; _____ 3 _____
MC 100, 325; MUS 121 or 122, 125, 211, 240, 255, 342; THEA 120 or 122, 123.
Choose one Humanities: AAS 200; ASL 101, 102, 201, 202; ENG 231 or 233, 232 or 234; FRN 101, 102, 150, 201, 202, 250; SPN 101 or 103, 102 or 104, 150, 201, 202, 250; GER 101, 102, 201, 202; PHIL 110 or 111, 180, 220 or 221, 230, 280, 290; REL 110. _____ 3 _____
Choose two of the following (not used above):
AAS 200; ASL 101, 102, 201, 202; ART 100, 120, 220; _____ 3 _____
ENG 231 or 233, 232 or 234; FRN 101, 102, 150, 201, 202, 250; SPN 101 or 103; 102 or 104, 150, 201, 202, 250; GER 101, 102, 201, 202; MC 100, 325; MUS 121 or 122, 125, 211, 240, 255, 342; PHIL 110 or 111, 180, 220 or 221, 230, 280, 290; REL 110; THEA 120 or 122, 123. _____ 3 _____
3. **Natural Sciences & Mathematics (11)**
Choose one lab science from two different disciplines:
BIO 100, 105-107; CHEM 100-102, 121, 122; _____ 4 _____
ESCI 100; GEOL 110, 115; PHYS 100 or higher. _____ 4 _____
Choose: MATH 147 or 154 (or MATH 144 or higher). _____ 3 _____
4. **History, Social & Behavioral Sciences (12)**
Choose one History: HIST 101, 103, 102 or 104.* _____ 3 _____
*Students must complete a six-hour sequence in either History or Literature. Students may complete both sequences.
Choose: EC 231. _____ 3 _____
Choose: EC 232. _____ 3 _____
Choose one of the following not used above:
FCS 291, 302; GEOG 231; HIST 101 or 103; _____ 3 _____
102 or 104; POS 200, 250; PSYC 201/202; SOC 101/102; SWK 203, 260, 322.
5. **Personal Development (3)**
Choose: MIS 161. _____ 3 _____

Business Core Requirements (33 hours)

- AC 221 (Principles of Accounting I) _____ 3 _____
AC 222 (Principles of Accounting II) _____ 3 _____
BL 283 (Legal Environment of Business) _____ 3 _____
FI 372 (Business Finance) _____ 3 _____
GB 205 (Business Professional Development) _____ 3 _____
MG 361 (Principles of Mgmt. and Organ. Theory) _____ 3 _____
MG 469 (Business Policy) _____ 3 _____
MK 351 (Principles of Marketing) _____ 3 _____
QM 237 (Data Analytics in Business I) _____ 3 _____
QM 238 (Data Analytics in Business II) _____ 3 _____
QM 363 (Operations Management) _____ 3 _____
All above courses passed or concurrent registration with MG 469 (to complete core)

Major Requirements (24 Hours)

- Required Courses (9 hours)**
MK 355 (Consumer Behavior) (spring) _____ 3 _____
MK 451 (Digital Marketing) (fall) _____ 3 _____
MK 452 (Strategic Marketing Management) (spring) _____ 3 _____
- Concentration Requirements (15 hours):**
MK 410 (Influence, Persuasion, Innovation) (spring) _____ 3 _____
MK 453 (Marketing Research) (fall/summer) _____ 3 _____
MK 454 (Services and Professional Selling) (spring) _____ 3 _____
MK 460 (Sales Management) _____ 3 _____
GB 465 (Customer Relationship Mgmt & Sales Tech) _____ 3 _____

Business Electives Required (6 hours)

- *Only 3 credit hours of internship credit may apply toward business electives.
Business Elective 300/400 _____ 3 _____
Business Elective 300/400 _____ 3 _____

General Electives (4 hours)

GENERAL GRADUATION REQUIREMENTS

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|-----------------------------------|--|
| 1. 50% of crs in major area at UM | 5. 45 hr limit of non-traditional credit |
| 2. 30 hrs 300/400 at UM | 6. 6-hr sequence in history or literature |
| 3. 30 of last 40 hours at UM | 7. Capstone experience within major |
| 4. 60 hr limit from 2-year school | 8. 2.0 or higher UM GPA and in all major and minor areas |

Total Hours Required: 120
Total Hours Completed to Date: _____
Hours Remaining for Completion: _____
Hours Currently Registered: _____
Hours Remaining: _____

Minor Course Requirements (Optional)

Title: _____ Hrs. Req. _____

