

**TEXAS STATE UNIVERSITY  
 McCOY COLLEGE OF BUSINESS ADMINISTRATION  
 COURSE REQUIREMENTS FOR DESIGNATED DEGREE AND MAJOR**

**Degree: BBA  
 Major: Marketing with a Professional Sales Concentration**

**Major Code: MKT SALE  
 Catalog<sup>a</sup>: 2015**

<p><b>GENERAL EDUCATION CORE CURRICULUM</b>        (Core Component = 39 hours)                                 Core Component #:        ___ English 1310   010        ___ English 1320   010        ___ Math 1329   020        ___ Life and Physical Sciences _____(3 hours)<sup>b</sup>     030        ___ Life and Physical Sciences _____(3 hours)<sup>b</sup>     030        ___ Philosophy 1320 (WI at Texas State)                   040        ___ Art, Dance, Music, or Theatre Arts 2313               050        ___ History 1310 (WI at Texas State)                       060        ___ History 1320 (WI at Texas State)                       060        ___ Political Science 2310                                       070        ___ Political Science 2320                                       070        ___ Communication 1310   090        ___ English 2310 or 2320 or 2330 or 2340 or 2359 or 2360   090</p>	<p><b>BUSINESS CORE</b> (40 semester hours)        Lower division courses: (21 semester hours)        ___ Accounting 2361        ___ Accounting 2362        ___ Computer Information Systems 1323        ___ Economics 2314 (core component 080)        ___ Economics 2315        ___ Business Law 2361        ___ Quantitative Methods 2333</p> <hr/> <p>Upper division courses: (19 semester hours)        ___ Management 3303        ___ Marketing 3343        ___ Computer Information Systems 3380        ___ Finance 3312        ___ Management 3453 (WI at Texas State)        ___ Management 4335 (Take in last semester, WI at Texas State)</p>
<p><b>UNIVERSITY REQUIREMENT:</b> (1 semester hour)        ___ US 1100 – University Seminar (PACE students only)</p>	
<p><b>FREE ELECTIVES</b> (10-11 semester hours)        _____              <u>Math 1319 or 1315</u>                     _____</p> <hr/> <p>Foreign Language requirement would apply here.<sup>c</sup></p>	<p><b>DEPARTMENT MAJOR</b> (27 semester hours)        ___ Marketing 3350        ___ Marketing 3358        ___ Marketing 3360        ___ Marketing 3370        ___ Marketing 4310        ___ Marketing 4330        ___ Marketing 4337 (Take in last semester, WI at Texas State)        ___ Marketing 4396        ___ Marketing 4392</p> <hr/> <p><b>ADVANCED BUSINESS ELECTIVE</b> (3 semester hours)        (Any 3000 or 4000 level business course)<sup>d</sup>        _____</p>

**FOOTNOTES**

<sup>a</sup> The information on this form applies to students assigned to the 2015 catalog. Catalog designation determines the curriculum and other academic policies that apply to a student. Students must graduate within six years of the semester used to designate their catalog; otherwise, they are subject to the curriculum and academic policies of a subsequent catalog.

<sup>b</sup> For course options see the 2015 catalog.

<sup>c</sup> **Foreign Language Requirement.** Students who did not satisfactorily complete at least two years of the same foreign language in high school must complete two semesters (6-8 hours) of a single foreign language as part of the degree requirements.

<sup>d</sup> Advanced Business Electives may be chosen from any 3000- or 4000-level business course not otherwise required for the major (excluding any ELADV course, MGT 3353 and FIN 3325).

**Writing Intensive Courses Requirement.** Three courses (9 hours) designated as “writing intensive” (WI) must be completed at Texas State to satisfy degree requirements.

Students should note that not all courses are taught each semester. If a specific course is needed, students should verify the prospective course offering with the department.

**TEXAS STATE UNIVERSITY  
McCOY COLLEGE OF BUSINESS ADMINISTRATION  
RECOMMENDED COURSE SEQUENCE**

**Degree: BBA**  
**Major: Marketing with a Professional Sales Concentration**

**Major Code: MKT SALE**  
**Catalog: 2015**

<u>First Semester</u>		<u>Hours</u>	<b>Freshman Year</b>	<u>Second Semester</u>	<u>Hours</u>
ENG 1310		3		ENG 1320	3
POSI 2310		3		HIST 1310 (WI at Texas State)	3
MATH 1329		3		PHIL 1320 (WI at Texas State)	3
Life and Physical Sciences Component		3		Life and Physical Sciences Component	3
COMM 1310		3		CIS 1323 (Can test out for a fee)	3
US 1100 (PACE Only)		1			15
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		16			

<u>First Semester</u>		<u>Hours</u>	<b>Sophomore Year</b>	<u>Second Semester</u>	<u>Hours</u>
ACC 2361		3		ACC 2362	3
ECO 2314		3		ECO 2315	3
ENG 2310, 2320, 2330, 2340, 2359, or 2360		3		BLAW 2361	3
HIST 1320 (WI at Texas State)		3		POSI 2320	3
QMST 2333		3		ART, DAN, MU, TH 2313	3
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		15			15

<u>First Semester</u>		<u>Hours</u>	<b>Junior Year</b>	<u>Second Semester</u>	<u>Hours</u>
CIS 3380		3		MKT 3358	3
Free Elective		6		FIN 3312	3
MGT 3303		3		MGT 3453 (WI at Texas State)	4
MKT 3343		3		MKT 3350	3
		<hr style="width: 100%; border: 0.5px solid black;"/>		MKT 3370	3
		15			<hr style="width: 100%; border: 0.5px solid black;"/>
					16

<u>First Semester</u>		<u>Hours</u>	<b>Senior Year</b>	<u>Second Semester</u>	<u>Hours</u>
Advanced Business Elective		3		MKT 4392	3
MKT 4310		3		Free Elective	1-2
MKT 3360		3		MGT 4335 (WI at Texas State) (Capstone)	3
MKT 4330		3		MKT 4396	3
Free Elective		3		MKT 4337 (WI at Texas State)	3
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		15			13-14

**IMPORTANT DEGREE INFORMATION**

**TRANSFER COURSE WORK.** Courses acceptable for transfer to Texas State will transfer at the level at which the courses were taken (i.e., acceptable business courses from two-year schools transfer as freshman or sophomore courses and may not be used to satisfy junior/senior level business course requirements).

**50% REQUIREMENTS.** A minimum of 50% of the semester hours for a business degree must come from courses offered by the McCoy College of Business Administration at Texas State University.

**OTHER DEGREE REQUIREMENTS.** Students must complete at least 120 semester hours, satisfy course requirements specified above and on their degree audit (including General Education Core, foreign language, advanced hours, and writing intensive course requirements), and achieve minimum grade point averages as follows: 2.0 Texas State GPA and 2.25 GPA in the business course work (common business core, major, and restricted business electives).

**DEGREE SUMMARY.** Each student may access their degree plan through DegreeWorks on CatsWeb (<https://ssb.txstate.edu>) by clicking the "Student" link and then "Degree Audit". Students should consult with the McCoy College of Business Administration Advising Center (McCoy Hall 115) during the semester prior to the semester in which they plan to graduate.

**APPLICATION FOR GRADUATION.** Students must apply to graduate online via CatsWeb (<http://www.catsweb.txstate.edu/students.html>). Additionally, students must check with the McCoy College of Business Administration Advising Center (McCoy Hall 115) during the first week of the semester in which they expect to graduate (September for fall, January for spring, or June for summer) for clearance to participate in commencement.

**HONORS DESIGNATION.** To be eligible to graduate with honors, students must complete a minimum of 54 credit hours through Texas State and have earned a 3.4 or higher Texas State GPA.

**PREREQUISITES.** Course prerequisites are not listed on this sheet. Check the current catalog or online registration to verify any prerequisites.