

UNIVERSITY OF WISCONSIN-SUPERIOR
 SCHOOL OF SCHOOL OF BUSINESS AND ECONOMICS (SBE)
 BUSINESS ADMINISTRATION (Comprehensive - No Minor Required)

Marketing Concentration
 2016 - 2017 Catalog

REQUIRED FOR ADMISSION TO UPPER DIVISION (300/400-LEVEL SBE COURSES)

Students majoring in the SBE must be admitted to the school prior to enrolling in 300/400-level courses. To be admitted to SBE, students must first:

1. **Earn an overall grade point average of 2.3 or higher.** This requirement applies to all students, **including transfer students.** Coursework at previously attended colleges or universities will be included in GPA computations.
2. Complete the following courses with a **GPA of at least 2.0 with no grade lower than C -:**
 ITS 108; ACCT 200, 201; BUS 270; ECON 250, 251.
3. Complete the following: WRIT 101; 102; COMM 110; and MATH 151 or Math 240 for all SBE majors.
4. All but 12 credits of the remaining University General Education requirements.

Students with majors offered by the School of SCHOOL OF BUSINESS AND ECONOMICS may not enroll in any of the courses listed in 2 or 3 on a Pass/Fail basis. The General Education Mathematics requirement is satisfied by MATH 151 or 240. All of the requirements stated above also apply to transfer students.

SUGGESTED SEMESTER BY SEMESTER COURSE PLAN

***Please note this is just a guide. Please use your advising report to make sure you are fulfilling all of your requirements.**

**Year One
 Semester One**

First Year Seminar	3
WRIT 101 (<i>pending placement</i>)	3
HHP 102	3
HHP 102 Lab	0
Any Gen Ed/Electives	6
TOTAL	15

**Year One
 Semester Two**

COMM 110	3
ITS 108	3
MATH 151 (<i>pending placement</i>)	3
WRIT 102	3
Any Gen Ed/Electives	3
TOTAL	15

**Year Two
 Semester One**

ACCT 200	3
BUS 270 ²	3
ECON 250	3
Any Gen Ed/Electives	6
TOTAL	15

**Year Two
 Semester Two**

ACCT 201 ¹	3
BUS 211	3
ECON 251	3
WRIT 209 ³	3
Any Gen Ed/Electives	3
TOTAL	15

¹ Prerequisite: Acct 200 with a grade of at least a C-

² Prerequisite: ITS 108 with a grade of at least a C-

³ Prerequisite: WRIT 102, COMM 110

★ *Apply for admission to upper-division courses with SCHOOL OF BUSINESS AND ECONOMICS. **Fill out graduation plan with advisor.*

**Year Three
Semester One**

BUS 306 (F,S)	3
BUS 370 (F,S)	3
FIN 320 (F,S)	3
Any Gen Ed/Electives	6
TOTAL	15

**Year Three
Semester Two**

BUS 371 (S)	3
BUS 380 (F,S)	3
BUS 430 ⁴ (F,S)	3
Any Gen Ed/Electives	6
TOTAL	15

**Year Four
Semester One**

Marketing Elective ⁵	3
BUS 482 (F)	3
ECON 430 ⁴ (F,S)	3
Any Gen Ed/Electives	3
TOTAL	15

**Year Four
Semester Two**

Marketing Elective ⁵	3
BUS 484 (S)	3
BUS 495 (Capstone) (F,S)	3
Any Gen Ed/Electives	6
TOTAL	15

⁴ ECON 430 or BUS 430 required, not both. ⁵ At least two courses are required from the following: BUS 301, 373,375,400,474,475,477.

Please Note:

- 120 total credits and 36 credits numbered 300 or higher are required for graduation.
- Please note: Music161 covers two categories for the 2016-2017 catalog: Diversity, Humanities OR Non-Western.
- **BUS 370, BUS 380 and FIN 320 cannot be taken at the same time as BUS 495.**

60 Total Credits				
Required Core Courses				
Dept.	No.	Course Name	Prerequisites	Sem. Offered
ITS	108	Business Computer Applications		F,S
MATH	151	Business Calculus (or MATH 240)	Qualified on Placement Test or MATH 102 (C- or higher)	F,S
ACCT	200	Financial Accounting		F,S,SS
ACCT	201	Managerial Accounting	ACCT 200	F,S,SS
BUS	211	Business Law I		F,S
BUS	270	Business Statistics	ITS 108 (C- or higher)	F,S
ECON	250	Principles of Microeconomics		F,S
ECON	251	Principles of Macroeconomics		F,S
WRIT	209	Business & Professional Writing	WRIT 102, COMM 110	F,S
BUS	370	Principles of Marketing	Admitted to SBE	F,S
BUS	380	Principles of Management	Admitted to SBE	F,S
FIN	320	Principles of Finance	Admitted to SBE	F,S
Required Concentration Courses				
BUS	306	Quant. Models for Prod. & Ops. Mgmt.	Admitted to SBE	F,S
BUS	371	Consumer Behavior	Admitted to SBE; BUS 370	S
BUS	482	Marketing Research	Admitted to SBE; BUS 370	F
BUS	484	Marketing Strategy & Brand Management	Admitted to SBE; BUS370	S
BUS	495	Strategic Management (Capstone)	Admitted to SBE; BUS 370; 380; FIN 320	F,S
Either:				
BUS	430	International Business	Admission to SBE	F,S
or				
ECON	430	International Economics	ECON 250 and 251 or ECON 235	F
And at least two of the following:				
BUS	301	Study Abroad		F,S
BUS	373	Advertising Principles & Design	Admitted to SBE; BUS 370 or COMM 170	S
BUS	375	Public Relations	Admitted to SBE; BUS 370 or COMM 170	F
BUS	400	Business Internship	Admitted to SBE	F,S,SS
BUS	474	Retail Marketing	Admitted to SBE; BUS 370	F
BUS	475	Professional Selling & Sales Management	Admitted to SBE; BUS 370	S
BUS	477	Internet Marketing	Admitted to SBE; BUS 370	S

*BUS 430 or ECON 430 cannot be used twice to satisfy a requirement within a major.