LIBERTYBachelor of Science in Business Administration Marketing: Sales Management and Professional Selling Cognate NIVERSITY. U ONLINE

2018-2019 Degree Completion Plan

This degree plan is effective for those starting this degree program in fall 2018 through summer 2019. This degree plan will remain in Important: effect for students who do not break enrollment or who do not change degree programs, concentrations or cognates.

GENERAL EDUCATION/ DE COMPETENCY D

Course		Hrs	Sem	Grade	Course		Hrs	Sem	Grad
Communication (6 hours) ¹					Major Foundational Courses (3-9 hours) ³				
ENGL 101	Composition & Rhetoric	3			BUSI 201	Intermediate Business Computer Apps.	3		
	Communications Elective	3			BUSI 230	Introduction to Probability & Statistics	3		
					BUSI 240	Organizational Behavior I	3		
Math, Scien	ce & Technology (6-9 hours) ¹								
MATH	Math Elective (MATH 114 or higher)	3			MAJOR				
	Natural Science Elective	3				Core (39 hours)			
UNIV 104	Instructional Tech. for Online Learning	0-3			ACCT 211	Financial Accounting	3		
	-				ACCT 212	Managerial Accounting	3		
Information Literacy (6 hours) ¹					BUSI 301	Business Law	3		
	Composition Elective	3			BUSI 303	International Business	3		
	Information Literacy Elective	3			BUSI 310	Principles of Management	3		
					BUSI 320	Corporate Finance	3		
Critical Thinking (9 hours) ¹					BUSI 330	Principles of Marketing	3		
Literature OR Philosophy Elective		3			BUSI 342	Human Resource Management	3		
	Social Science Elective	3			BUSI 400	Strategic Planning/Business Policy	3		
	Cultural Studies Elective	3			BUSI 411	Operations Management	3		
					BUSI 472	Organizational Ethics	3		
Christian Life & Thought (12 hours) ^{1,2}					ECON 213	Principles of Microeconomics	3		
BIBL 104	Survey of Old & New Testament	4			ECON 214	Principles of Macroeconomics	3		
RLGN 104	Christian Life & Biblical Worldview	4							
THEO 104	Introduction to Theology Survey	4				Cognate (12 hours)			
					BUSI 331	Marketing Research	3		
					BUSI 332	Consumer Behavior	3		
					BUSI 431	Sales Mgmt. & Professional Selling	3		
					BUSI 446	Retailing & Category Management	3		

FREE ELECTIVES (18-27 hours)⁴

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	Notes
	All applicable prerequisites must be met
Graduation Requirements	¹ Refer to the list of approved general education electives at <u>www.liberty.edu/gened</u> before
120 Total Hours	enrolling in core competency requirements
2.0 Overall grade point average	² Students transferring in 45 or more UG credit hours will have the requirement of RLGN
30 Hours must be upper-level courses (300-400 level)	104 waived; Students transferring in 60 or more UG credit hours will also have the
Grade of 'C' Minimum required for all upper-level courses in the major	requirement of THEO 104 waived
50% Of major and cognate taken through Liberty University	³ Major Foundational Courses can also fulfill General Education/Core Competency
30 Hours must be completed through Liberty University	requirements as applicable
Grad App Submission of Graduation Application must be completed within the	⁴ Internship (maximum 6 hours) is strongly recommended
last semester of a student's anticipated graduation date	Suggested Course Sequence on second page

SUGGESTED COURSE SEQUENCE

FRESHMAN YEAR

First Semester		Second Semester							
BIBL 104	4	BUSI 201		3					
Social Sciences Elective ¹ [BUSI 240]	3	Communications Elective ¹		3					
ENGL 101	3	Composition Elective ¹		3					
Information Literacy Elective ¹	3	Math Elective ¹ [BUSI 230]		3					
UNIV 104	<u>0-3</u>	Natural Science Elective ¹		<u>3</u>					
Tota	al 13-16		Гotal	15					
SOPHOMORE YEAR									
Literature/Philosophy Elective ¹	3	RLGN 104		4					
THEO 104	4	ACCT 212		3					
ACCT 211	3	BUSI 301		3					
BUSI 310	3	BUSI 303		3					
ECON 213	3	Elective		3					
Tota	al 16		Fotal	16					
	JUNIOR YE	AR							
BUSI 342	3	BUSI 320		3					
ECON 214	3	BUSI 330		3					
Cultural Studies Elective ¹	3	BUSI 331		3					
Elective	3	Elective		3					
Elective	3	-	Fotal	12					
Tota	al 15								
	SENIOR YE	AR							
BUSI 332	3	BUSI 446		3					
BUSI 400	3	BUSI 472		3					
BUSI 411	3	Elective		3					
BUSI 431	3	Elective		3					
Elective	<u>3</u>		Fotal	12					
Tota	al 15								
Notes									

Notes ¹Refer to the list of approved general education electives at <u>www.liberty.edu/gened</u> before enrolling in core competency requirements