Bachelor of Science in Business Administration Marketing: Sales Management and Professional Selling Cognate UNIVERSITY

2022-2023 Degree Completion Plan

Important: This degree plan is effective for those starting this degree program in fall 2022 through summer 2023. This degree plan will remain in effect for students who do not break enrollment or who do not change degree programs, concentrations or cognates.

GENERAL EDUCATION/

	ONAL SKILLS REQUIREMENTS	(44-47) Hrs			Course		II	Cam	Cred
Course			Sem	Grade	Course		Hrs	Sem	Grad
	ion & Information Literacy (13 hou				•	dational Courses (3-9 hours)			
ENGL 101	Composition & Rhetoric	3			BUSI 201	Intermediate Business Computer Apps. ⁴	3		
INQR 101	Inquiry 101	1			BUSI 230	Introduction to Probability & Statistics ⁴	3		
	Communications Elective	3			BUSI 240	Organizational Behavior I ⁴	3		
	Information Literacy Elective	3							
	Information Literacy Elective	3			MAJOR				
						Core (42 hours)			
	al Solutions & Quantitative Reasonin	ng (4-7	7 hours	$)^{1}$	ACCT 211	Financial Principles	3		
UNIV 101	Foundational Skills	1			ACCT 212	Managerial Principles	3		
MATH	Math Elective (MATH 114 or higher)	3			ACCT 370	Financial Statement Analysis	3		
	Technology Competency ²	0-3			BUSI 301	Business Law	3		
					BUSI 303	International Business	3		
Critical Thin	king (8 hours) ¹				BUSI 310	Principles of Management	3		
RLGN 105	Intr Bwvw/Contemp Moral Issues ³	2			BUSI 320	Corporate Finance	3		
RSCH 201	Research 201	3			BUSI 330	Principles of Marketing	3		
	Critical Thinking Elective	3			BUSI 342	Human Resource Management	3		
					BUSI 411	Operations Management	3		
Civic & Glob	oal Engagement (5 hours) ¹				BUSI 472	Organizational Ethics	3		
EVAN 101	Evangelism & Christian Life ³	2			BUSI 490	Capstone	3		
	Cultural Studies Elective	3			ECON 213	Principles of Microeconomics	3		
					ECON 214	Principles of Macroeconomics	3		
Social & Scie	entific Inquiry (6 hours) ¹								
	Natural Science Elective	3				Cognate (12 hours)			
	Social Science Elective	3			BUSI 331	Marketing Research	3		
					BUSI 332	Consumer Behavior	3		
Christianity	& Contexts (8 hours) ¹				BUSI 431	Sales Mgmt. & Professional Selling	3		
BIBL 105	Old Testament Survey	2			BUSI 446	Retailing & Category Management	3		
BIBL 110	New Testament Survey	2							
THEO 201	Theology Survey I ³	2			FREE ELEC	CTIVES (10-19 hours) ⁵			
THEO 202	Theology Survey II ³	2							
							-		
							-		

	All applicabl
	¹ Refer to the
Graduation Requirements	enrollingin
120 Total Hours	² All students
2.0 Overall grade point average	refer to www
30 Hours must be upper-level courses (300-400 level)	³ Students tran
Grade of 'C' Minimum required for all upper-level courses in the major	105 & EVA
25% Of major and cognate taken through Liberty University	have the req
30 Hours must be completed through Liberty University	⁴ Courses may
Grad App Submission of Degree Completion Application must be completed within the last semester of a student's anticipated graduation date	approved ge ⁵ Internship (1
CSER All requirements must be satisfied before a degree will be awarded	Suggested Co

Notes

ble prerequisites must be met

e list of approved general education electives at <u>www.liberty.edu/gened</u> before foundational skills requirements

s must pass the Computer Assessment OR complete applicable INFT course; w.liberty.edu/computerassessment for more information

ansferring in 45 or more UG credit hours will have the requirements of RLGN AN 101 waived; Students transferring in 60 or more UG credit hours will also quirements of THEO 201 & THEO 202 waived

ay also fulfill select General Education Requirements. Please refer to the list of eneral education electives at www.liberty.edu/gened

(maximum 6 hours) is strongly recommended

SUGGESTED COURSE SEQUENCE

FRESHMAN YEAR

First Semester		Second Semester	
BIBL 105	2	BIBL 110	2
ENGL 101	3	BUSI 201	3
INQR 101	1	RLGN 105	2
UNIV 101	1	Information Literacy Elective ¹	3
Communications Elective ¹	3	Math Elective ¹ [BUSI 230]	3
Social Science Elective ¹ [BUSI 240]] 3	Natural Science Elective ¹	3
Technology Competency ²	0-3	CSER	<u>0</u>
CSER	<u>0</u>		Total 16
	Total 13-16		

SOPHOMORE YEAR

RSCH 201	3	EVAN 101		2
THEO 201	2	THEO 202		2
ACCT 211	3	Critical Thinking Elective ¹		3
BUSI 310	3	ACCT 212		3
BUSI 330	3	BUSI 331		3
CSER	<u>0</u>	ECON 213		3
	Total 14	CSER		0
			Total	16

JUNIOR YEAR

Information Literacy Elective ¹	3	Cultural Studies Elective ¹		3
BUSI 303	3	ACCT 370		3
BUSI 320	3	BUSI 301		3
BUSI 332	3	BUSI 342		3
ECON 214	3	BUSI 446		3
CSER	0	CSER		<u>0</u>
	Total 15	5	Total	15

SENIOR YEAR

BUSI 411	3	BUSI 490	3
BUSI 431	3	Elective	3
BUSI 472	3	Elective	3
Elective	3	Elective	3
Elective	3	Elective	3
CSER	<u>0</u>	Elective	1
	Total 15	CSER	<u>0</u>
			Total 16

Notes ¹Refer to the list of approved general education electives at <u>www.liberty.edu/gened</u> before enrolling in foundational skills requirements ²All students must pass the Computer Assessment OR complete applicable INFT course; refer to <u>www.liberty.edu/computerassessment</u> for more information