LIBERTY

Bachelor of Science in Business Administration and Data Analysis

Sales Management and Professional Selling Cognate

2024-2025 Degree Completion Plan

Important: This degree plan is effective for those starting this degree program in fall 2024 through summer 2025. 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/

Course		<u>Hrs</u>	Sem	Grade	Course		<u>Hrs</u>	Sem	Grade
Communication & Information Literacy (12 hours) ¹					Major Foundational Courses (9-18 hours)				
ENGL 101	Composition & Rhetoric	3			BUSI 105	The Business Experience ⁴	3		
	Communications Elective	3			BUSI 201	Intermediate Business Computer Apps.4	3		
	Information Literacy Elective	3			BUSI 205	Intro. to Business Research Methods ⁴	3		
	Information Literacy Elective	3			BUSI 223	Personal Finance ⁴	3		
					BUSI 240	Organizational Behavior & Management ⁴	3		
Technological Solutions & Quantitative Reasoning (4-7 hours) ¹					ECON 213	Principles of Microeconomics ⁴	3		
UNIV 101	Foundational Skills	1							
MATH	Math Elective (MATH 114 or higher)	3			MAJOR				
	Technology Competency ²	0-3				Core (36 hours)			
					ACCT 211	Financial Principles	3		
Critical Thinking (5 hours) ¹				ACCT 212	Managerial Principles	3			
RLGN 105	Intr Bwvw/Contemp Moral Issues ³	2			ACCT 370	Financial Statement Analysis	3		
	Critical Thinking Elective	3			BUSI 301	Legal & Ethical Concepts for Decision			
						Makers	3		
Civic & Global Engagement (5 hours) ¹					BUSI 305	Business Analysis for Decision Making	3		
EVAN 101	Evangelism & Christian Life ³	2			BUSI 307	Global Dimensions of Business	3		
	Cultural Studies Elective	3			BUSI 320	Finance Principles	3		
					BUSI 330	Principles of Marketing	3		
Social & Scientific Inquiry (6 hours) ¹					BUSI 342	Human Resource Management	3		
	Natural Science Elective	3			BUSI 411	Operations Strategy	3		
	Social Science Elective	3			BUSI 490	Capstone	3		
					ECON 214	Principles of Macroeconomics	3		
Christianity	& Contexts (8 hours) ¹					-			
BIBL 105	Old Testament Survey	2				Cognate (12 hours)			
BIBL 110	New Testament Survey	2			BUSI 431	Sales Management & Professional Selling	3		
THEO 201	Theology Survey I ³	2			BUSI 461	Advanced Professional Selling	3		
THEO 202	Theology Survey II ³	2			BUSI 462	Sales Force & Market Data Management	3		
			_		BUSI 463	Sales Optimization			
					<u>or</u> BUSI 499	Business Internship	3		
					FREE ELECTIVES (11-23 hours) ⁵				
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Graduation Requirements

120 Total Hours

2.0 Overall grade point average

30 Hours must be upper-level courses (300-400 level)

Grade of 'C' Minimum required for all upper-level courses in the major

25% Of major and concentration taken through Liberty University

30 Hours must be completed through Liberty University

Grad App Submission of Degree Completion Application must be completed within the last semester of a student's anticipated graduation date

CSER All requirements must be satisfied before a degree will be awarded

Notes

All applicable prerequisites must be met

¹Refer to the list of approved general education electives at www.liberty.edu/gened before enrolling in foundational skills requirements

²All students must pass the Computer Assessment OR complete applicable INFT course; refer to www.liberty.edu/computerassessment for more information

³Students transferring in 45 or more UG credit hours will have the requirements of RLGN 105 & EVAN 101 waived; Students transferring in 60 or more UG credit hours will also have the requirements of THEO 201 & THEO 202 waived

⁴Courses may also fulfill select General Education Requirements. Please refer to the list of approved general education electives at www.liberty.edu/gened

⁵Internship (maximum 6 hours) is strongly recommended

Suggested Course Sequence on second page

Revised: 02.02.2024 Effective: Catalog Term 2024-40

SUGGESTED COURSE SEQUENCE

FRESHMAN YEAR

First Semester		Second Semester												
BIBL 105		2	BIBL 110											
ENGL 101		3	BUSI 201		3									
UNIV 101		1	RLGN 105		2									
Communications Elective ¹ [BUSI 1	05]	3	Information Literacy Elective ¹		3									
Natural Science Elective ¹		3	Math Elective ¹		3									
Technology Competency ²		0-3	Social Science Elective ¹ [BUSI 240]		3									
CSER		<u>0</u>	CSER		0									
	Total	12-15	To	otal	16									
SOPHOMORE YEAR														
BUSI 223		3	ECON 213		3									
THEO 201		2	EVAN 101		2									
ACCT 211		3	THEO 202		2									
BUSI 330		3	Critical Thinking Elective ¹ [BUSI 205]		3									
Elective		3	ACCT 212		3									
CSER		<u>0</u>	BUSI 307		3									
	Total	<u>-</u> 14	CSER		0									
			To	otal										
JUNIOR YEAR														
Information Literacy Elective ¹		3	Cultural Studies Elective ¹		3									
BUSI 305		3	ACCT 370		3									
BUSI 320		3	BUSI 301		3									
BUSI 431		3	BUSI 342		3									
ECON 214		3	BUSI 461		3									
CSER		0	CSER		0									
	Total	15	To	otal	15									
SENIOR YEAR														
BUSI 411		3	BUSI 463 or 499		3									
BUSI 462		3	BUSI 490		3									
Elective ³		3	Elective		3									
Elective		3	Elective		3									
Elective		3	Elective		3									
Elective		2	CSER		0									
CSER		<u>0</u>	To	otal	15									
	Total	17												

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