



This roadmap is a recommended semester-by-semester plan of study for this major. However, courses and milestones designated as critical (in boldface and shaded areas) must be completed in the semester listed to ensure a timely graduation.

Course Subject and Title	Credit Hours	Upper Division	Min. Grade	Important Notes
<b>Semester One: [16 Credit Hours]</b>				
<b>MATH 11010 Algebra for Calculus</b>	<b>3</b>		<b>C</b>	<b>Fulfills Kent Core Mathematics and Critical Reasoning</b>
BUS 10123 Exploring Business	3			Fulfills Pre-Major Business requirement
COMM 15000 Introduction to Human Communication	3		C	Fulfills Kent Core Additional
US 10097 Destination Kent: First Year Course	1			Not required for transfer students with 25 credits
Kent Core Requirement	6			See Kent Core Summary on page 2
<b>Semester Two: [15-17 Credit Hours]</b>				
<b>MATH 11012 Intuitive Calculus <i>or</i> MATH 12002 Analytic Geometry and Calculus I</b>	<b>3-5</b>			<b>Fulfills Pre-Major Additional Mathematics requirement</b>
ECON 22060 Principles of Microeconomics	3			Fulfills Kent Core Social Sciences
MIS 24053 Introduction to Computer Applications	3			Fulfills Kent Core Pre-Major Business requirement
Kent Core Requirement	6			See Kent Core Summary on page 2
<b>Semester Three: [15 Credit Hours]</b>				
<b>MIS 24056 Fundamentals of Business Statistics</b>	<b>3</b>			<b>Fulfills Pre-Major Business requirement</b>
ACCT 23020 Introduction to Financial Accounting	3			Fulfills Pre-Major Business requirement; must have 28 credit hours to register
ECON 22061 Principles of Macroeconomics	3			Fulfills Kent Core Additional
MIS 24163 Principles of Management	3			Fulfills Pre-Major Business requirement
Kent Core Requirement	3			See Kent Core Summary on page 2
<b>Semester Four: [15 Credit Hours]</b>				
<b>MKTG 25010 Marketing</b>	<b>3</b>		<b>C</b>	<b>Fulfills Pre-Major Business requirement</b>
ACCT 23021 Introduction to Managerial Accounting	3			Fulfills Pre-Major Business requirement
FIN 26074 Legal and Regulatory Environment of Business	3			Fulfills Pre-Major Business requirement
Kent Core Requirement	6			See Kent Core Summary on page 2
<b>Semester Five: [16 Credit Hours]</b>				
<b>Required: minimum cumulative 2.50 GPA</b>				
<b>MMTG 35011 Marketing Tools</b>	<b>3</b>	■	<b>C</b>	<b>Fulfills writing-intensive requirement: offered in fall only; see note 1 on page 2</b>
<b>MMTG 35024 Hands-On Technology Enhancement Laboratory</b>	<b>1</b>	■		<b>Offered in fall only</b>
FIN 36053 Business Finance	3	■		
MIS 34060 Operations Management	3	■		
Kent Core Requirement	3			See Kent Core Summary on page 2
General Elective (lower or upper division)	3			Should fulfill diversity requirement if not satisfied earlier
<b>Semester Six: [16 Credit Hours]</b>				
<b>Required: minimum cumulative 2.50 GPA</b>				
<b>MMTG 35021 Research for Marketing Decisions</b>	<b>3</b>	■		<b>Offered in spring only</b>
<b>MMTG 35023 Customer Analysis</b>	<b>3</b>	■		<b>Offered in spring only</b>
<b>MMTG 35026 Decision-Making Skill Enhancement Laboratory</b>	<b>1</b>	■		<b>Offered in spring only</b>
ENG 30063 Business and Professional Writing	3	■		
General Electives (lower or upper division)	6			See note 2 below



**Critical requirements are boldface in shaded areas**

Course Subject and Title	Credit Hours	Upper Division	Min. Grade	Important Notes
<b>Semester Seven: [16 Credit Hours]</b>				
<b>Required: minimum cumulative 2.50 GPA</b>				
MMTG 45020 Competitive Market Analysis	3	■		Offered in fall only
MMTG 45026 Personal Selling Methods and Practices Lab	1	■		Offered in fall only
MMTG 45030 Channel Management	3	■		Offered in fall only
General Electives (lower or upper division)	9			See note 2 below
<b>Semester Eight: [12 Credit Hours]</b>				
<b>Required: minimum cumulative 2.50 GPA and completion of The Assurance of Learning Assessment given in MIS 44285</b>				
MIS 44285 Integrated Business Policy and Strategy	3	■		
MMTG 45039 Promotion Management	3	■		Offered in spring only
MMTG 45040 Integrated Marketing Strategy	3	■		Offered in spring only
General Elective (upper division)	3	■		Number of credits required depends on meeting minimum 121 credit hours and minimum 39 upper-division hours

**Graduation Requirements Summary**

Minimum Total Hours	Minimum Upper-Division Hours	Kent Core Hours	Diversity Course Global / Domestic	Writing-Intensive	Minimum Major GPA	Minimum Overall GPA
121	39	36	Kent Core or General Electives	MMTG 35011	2.50	2.50

**Kent Core Summary**

Kent Core Categories	Important Notes	Remaining Credit Hours
<b>Additional (6 credit hours)</b> <i>Must be selected from two Kent Core categories</i>	Fulfilled in this major with ECON 22061, COMM 15000 and either MATH 11012 or 12002.	0
<b>Basic Sciences (6-7 credit hours)</b> <i>Must include one laboratory</i>		6-7
<b>Composition (6-8 credit hours)</b> <i>ENG 11002, 11011, 21011; HONR 10197, 10297</i>	Enrollment based on placement test; a grade of C is required in both courses	6-8
<b>Humanities and Fine Arts (9 credit hours)</b> <i>Minimum one course from humanities in Arts and Sciences category and minimum one course from fine arts category</i>	May fulfill diversity requirement	9
<b>Mathematics and Critical Reasoning (3-5 credit hours)</b>	Fulfilled in this major with MATH 11010.	0
<b>Social Sciences (6 credit hours)</b> <i>Must be selected from two curricular areas</i>	3 credits are fulfilled in this major with ECON 22060; May fulfill diversity requirement	3

**Note 1:** Should students earn below a minimum C grade in MMTG 35011, they are required to repeat the course during the following fall semester to alleviate skill deficits, and they will not be eligible to progress in the major.

**Note 2:** Students may take or use any course at any level as long as the minimum 39-hour requirement for upper-division courses is satisfied for graduation with a B.B.A. Exceptions: Maximum 3 credit hours of physical education activity (PEB) courses and maximum 3 credit hours for courses in applied music and music ensembles (MUS courses with a second digit of 5, 6 or 7) combined may be counted toward the 121-total hour or 39-upper-division-hour graduation requirement. Non-business courses may be selected, provided there is minimum 6 credit hours in each of two different disciplines/departments. A minor (business or non-business) is encouraged. There is no limit on other music coursework. Any other exceptions must be approved by the assistant dean. Credit for ENG 11001 or 11002 or MATH 10023 or 10024 may apply only toward lower-division non-business electives.



**Special notes for major:**

- Students are admitted into marketing major in fall semester only.
- Admission of maximum 60 students into the marketing major each fall semester, using a target 2.50 GPA.
- The curriculum is to be taken in sequence. Not all courses are offered each semester. Students should obtain from the department a copy of the schedule of course sequencing.
- Normally, MMTG courses may be repeated only once. Exceptions require the approval of the department chair and the assistant dean of the college.
- Only three managerial marketing major (3/45000) courses may be repeated and counted toward the major. Exceptions require the approval of the department chair. All attempts count in the computation of the major, upper-division business and cumulative GPA.

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**Kent Core**

Students must complete a minimum 36 credit hours of the Kent Core. Certain courses required in programs and in student's major field may also fulfill the Kent Core. Honors equivalents shall satisfy the Kent Core. None of the courses on the Kent Core list may be taken with a pass/fail grade. Visit [www.kent.edu/catalog/kent-core](http://www.kent.edu/catalog/kent-core) for course list.

**Diversity Course Requirement**

Students must complete a two-course diversity requirement, consisting of one with a domestic (U.S.) focus and one with a global focus. One course must come from the Kent Core. The second course may be taken as a second Kent Core, within a major or minor, or as a general elective; or, with dean's approval, by completing one semester of study in another country. Visit [www.kent.edu/catalog/diversity](http://www.kent.edu/catalog/diversity) for course list.

**Writing-Intensive Course Requirement**

Students must complete a one-course writing-intensive requirement in their major and earn minimum C (2.00) grade. Visit [www.kent.edu/catalog/wic](http://www.kent.edu/catalog/wic) for course list.

**Upper-Division Requirement**

Students must complete a minimum 39 upper-division (numbered 30000 to 49999) credit hours of coursework. Programs in the College of Arts and Sciences require a minimum of 42 hours of upper-division coursework.

