

# Marketing: Professional Selling

(Effective for students entering Fall 2020 or Spring 2021)

Name: \_\_\_\_\_

ID #: \_\_\_\_\_

Advisor: \_\_\_\_\_

## ***Business Foundations (39 credits)***

Introduction to Business	CBA 110		
Quantitative Methods	MSD 105		
Business Statistics	MSD 205		
Intro. to Accounting	ACC 210		
Managerial Accounting	ACC 220		
Macroeconomics	ECO 200		
Microeconomics	ECO 201		
Fund. of Mgmt. & Org. Beh.	MGT 201		
Marketing Principles	MKT 200		
Introduction to Finance	FIN 220		
Legal & Ethical Environ.	BUS 300		
Strategic Management	BUS 400		
Business Communications	CBA 212		

## ***Business Technology & Analytics (12 credits)***

Info. Systems Essentials	CIS 185		
Management Info. Systems	CIS/GSC 385		
Intro Business Analytics	BDA 201		
Operations Management	MSD 301		

## ***Free Electives (15 Credits)\****


## ***Communications (9 credits)***

Expository Writing	CMP 120		
Research Writing	CMP 125		
Prof. & Strat. Speech	COM 290		

## ***Liberal Arts & Sciences (12 credits)***

Natural Science Elective <sup>1</sup>			
Social Science Elective <sup>2</sup>			
Humanities Elective <sup>3</sup>			
Liberal Arts Elective <sup>4</sup>			

## ***Professional Development (6 credits)***

Career Planning	CBA 236		
Leadership Elective <sup>5</sup>			

## ***International Business Electives (6 credits)***

International Marketing <u>OR</u> International Advertising	MKT 330/ MKT 369		

## ***Major Courses (21 Credits)***

Negotiation	MGT 346		
Retailing Management <u>OR</u> Services Marketing <u>OR</u> Business to Business Mktg	MKT 250/ MKT 260/ MKT 310		
Consumer Behavior	MKT 320		
Personal Selling	MKT 340		
Marketing Research	MKT 366		
Sales Management	MKT 440		
Marketing Mgmt Seminar	MKT 460		

<sup>1</sup> Natural Science Electives include BCH, BIO, BNS, CHE, ENV, GEO, ISM, MAR, PHY, SCI, SUS

<sup>2</sup> Social Science Electives include AMS, COM, GND, HIS, HLS, LAW, MCS, POL, PSY, SOC, SOW

<sup>3</sup> Humanities Electives include ART, CHI, DAN, ENG, FRE, LIT, MUS, PHL, SPA, THE

<sup>4</sup> *Liberal Arts Elective is a course offered by College of Liberal Arts & Sciences or School of Fine & Performing Arts.*

<sup>5</sup> Choose from LDP 398 Co-op Experience Seminar, LDP 200 Foundations of Leadership, LDP 220 Service Learning through MOB, MGT 355 Team Management, MGT 363 Management Skills.

\* Free Electives are the credits remaining to achieve a minimum of 120 credits earned in order to graduate.

- Students are encouraged to take the GSC 385 section of Management Information Systems
- Students are strongly encouraged to complete a credit bearing experiential course (e.g., Internship, Co-op, Study Tour, Study Abroad, ENT 448 Seminar in Small Business Consulting, ECO 450 Seminar in Economic Research.) These credits will fall under Free Electives.
- **Completion of engaged learning points (6) in two categories is part of the graduation requirements for students entering Rider University in fall 2017 or later, including transfer students. Transfer students with 31 or more credits only need 3 points in one category. Refer to each individual student's DegreeWorks for details.**