

MARKETING MANAGEMENT MAJOR WITH PROFESSIONAL SALES OPTION

Code	Title	Credits
Degree Core Requirements		
ACIS 2116	Principles of Accounting ^{1,2}	3
BIT 3414	Operations and Supply Chain Management ^{2,#}	3
FIN 3054	Legal and Ethical Environment of Business ^{2,#}	3
FIN 3104	Introduction to Finance ^{2,#}	3
HTM 2314	Introduction to International Business ²	3
or MGT 2314	Introduction to International Business	
MGT 4394	Strategic Management ^{2,#}	3
MKTG 3104	Marketing Management ^{2,#}	3
Subtotal		21
Major Requirements		
ACIS 1504	Introduction to Business Analytics and Business Intelligence ^{1,2}	3
ACIS 2115	Principles of Accounting ^{1,2}	3
MGT 1104	Foundations of Business ²	3
MGT 3404	Principles of Management ^{2,#}	3
MKTG 2104	Careers in Marketing [#]	1
MKTG 4154	Marketing Research [#]	3
MKTG 4204	Consumer Behavior [#]	3
MKTG 4304	Marketing Communications [#]	3
MKTG 4354	Marketing Channels and Logistics [#]	3
MKTG 4554	Principles of Professional Selling [#]	3
MKTG 4644	Marketing, Society and the Public Interest [#]	3
MKTG 4754	Strategic Marketing [#]	3
PSYC 1004	Introductory Psychology	3
or SOC 1004	Introductory Sociology	
Subtotal		37
Option Required Courses		
MKTG 4774	Advanced Professional Selling [#]	3
MKTG 4604	Retail Management [#]	3
MKTG 4454	Sales Force Management [#]	3
MKTG 4054	Sales Technology [#]	3
MKTG PRSL Elective [#]		
Select one course from the MKTG PRSL Electives list [#]		3
Subtotal		15
Free Electives		
Select remaining credits required for the degree		6
Subtotal		6
Pathways to General Education		
<i>Pathways Concept 1 - Discourse</i>		
ENGL 1105	First-Year Writing (1F)	3
or COMM 1015	Communication Skills	
ENGL 1106	First-Year Writing (1F)	3
or COMM 1016	Communication Skills	

Select three credits in Pathway 1a (https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G01A)		3
<i>Pathways Concept 2 - Critical Thinking in the Humanities</i>		
Select six credits in Pathway 2 (https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G02)		6
<i>Pathways Concept 3 - Reasoning in the Social Sciences</i>		
ECON 2005	Principles of Economics ^{1,2}	3
ECON 2006	Principles of Economics ^{1,2}	3
<i>Pathways Concept 4 - Reasoning in the Natural Sciences</i>		
Select six credits in Pathway 4 (https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G04)		6
<i>Pathways Concept 5 - Quantitative and Computational Thinking</i>		
MATH 1524	Business Calculus (5F) ^{1,2}	4
BIT 2405	Introduction to Business Statistics, Analytics, and Modeling (5F) ^{1,2}	3
BIT 2406	Introduction to Business Statistics, Analytics, and Modeling (5A) ^{1,2}	3
<i>Pathways Concept 6 - Critique and Practice in Design and the Arts</i>		
Select three credits in Pathway 6a (https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G06A)		3
Select three credits in Pathway 6d (https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G06D)		3
<i>Pathways Concept 7 - Critical Analysis of Identity and Equity in the United States</i>		
Select three credits in Pathway 7 (https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G07) or Free Electives ³		3
Subtotal		46
Total Credits		125

¹ Policy 91: Pamplin students in a business degree program must complete eight business courses (ACIS 1504 Introduction to Business Analytics and Business Intelligence, MATH 1524 Business Calculus, ACIS 2115 Principles of Accounting - ACIS 2116 Principles of Accounting, BIT 2405 Introduction to Business Statistics, Analytics, and Modeling - BIT 2406 Introduction to Business Statistics, Analytics, and Modeling, and ECON 2005 Principles of Economics - ECON 2006 Principles of Economics) with a grade of C- or higher by 72 attempted credit hours (or 90 attempted credit hours for students with more than 18 transfer credits). Students who have not met the requirements will be notified upon reaching 72 (or 90) credit hours that they must complete the missing course(s) in the next term(s) of enrollment. Failure to do so may result in the student's dismissal from the business degree program. This policy is strictly enforced.

² Graduation requirement: Students must achieve a grade of C- or higher in select business courses (ACIS 1504 Introduction to Business Analytics and Business Intelligence, MATH 1524 Business Calculus, ACIS 2115 Principles of Accounting - ACIS 2116 Principles of Accounting, BIT 2405 Introduction to Business Statistics, Analytics, and Modeling - BIT 2406 Introduction to Business Statistics, Analytics, and Modeling, ECON 2005 Principles of Economics - ECON 2006 Principles of Economics, MGT 1104 Foundations of Business, HTM 2314 Introduction to International Business or MGT 2314 Introduction to International Business, MKTG 3104 Marketing Management, FIN 3104 Introduction to Finance, FIN 3054 Legal and Ethical Environment of Business, BIT 3414 Operations and Supply Chain Management, and MGT 4394 Strategic Management).

³ Critical Analysis of Identity & Equity in the U.S. may be double-counted with another course (major, option, pathway, or free elective) that is designated as pathway 7. If this pathway is already met, students must take a free elective to meet the 125-credit hour requirement.

Overall and In-Major GPA: Students must have an overall GPA of 2.0 and an in-major GPA of 2.0 to graduate. Courses used to calculate the in-major GPA are noted with a # footnote.

Code	Title	Credits
MKTG PRSL Electives		
CMST 3064	Persuasion #	3
CMST 3124	Interpersonal Communication #	3
MKTG 3134	Personal Well-being and Professional Success #	3
MKTG 3164	Introduction to Digital Marketing Strategy #	3
MKTG 4114	Introduction to AI in Marketing #	3
MKTG 4164	Social Media and Content Marketing #	3
MKTG 4254	Product and Price Management #	3
MKTG 4264	Analytics for Marketing #	3
MKTG 4404	Field Practicum in Marketing #	3
MKTG 4974	Independent Study #	3
MKTG 4994	Undergraduate Research #	1-19

Policy 91

University policy requires a student to make satisfactory academic progress towards a degree in order to remain enrolled at the institution (see footnote 1). Students are responsible for reading and understanding Policy 91 in accordance with Pamplin policies <http://pampl.in/policy91> (<http://pampl.in/policy91/>)

Graduation Requirements

General Information

A total of **125 credit hours** is required for graduation. Any exceptions to this curriculum must be approved by the student's department head and Associate Dean for Pamplin Undergraduate Programs.

Pre-requisites

Students are responsible for ensuring they have met necessary pre-requisites for all courses. Please refer to the Undergraduate Catalog or academic advisor.

Transferring Courses

Requirements and procedures for transferring courses are available <http://pampl.in/transfercreditsteps> (<http://pampl.in/transfercreditsteps/>)

Overall and In-Major GPA

Students must have an overall GPA of 2.0 and an in-major GPA of 2.0 to graduate. Courses used to calculate the in-major GPA are noted with a # footnote.

Foreign Language Requirement

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Students who did not successfully complete at least two years of a single foreign, classical, or sign language during high school must successfully complete six credit hours of a single foreign, classical, or sign language at the college level. Courses taken to meet this requirement may not

count towards the minimum credit hours required for graduation. Please refer to the Undergraduate Catalog for details.

First Year		
Fall Semester		Credits
ACIS 1504	Introduction to Business Analytics and Business Intelligence ^{1,2}	3
MATH 1524	Business Calculus ^{1,2}	4
MGT 1104	Foundations of Business ²	3
ENGL 1105 or COMM 1015	First-Year Writing or Communication Skills	3
Select three credits from Pathway 2 (https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G02)		3
Credits		16
Spring Semester		
ACIS 2115	Principles of Accounting ^{1,2}	3
ECON 2005	Principles of Economics ^{1,2}	3
BIT 2405	Introduction to Business Statistics, Analytics, and Modeling ^{1,2}	3
ENGL 1106 or COMM 1016	First-Year Writing or Communication Skills	3
Select three credits in Pathway 2 (https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G02)		3
Credits		15
Second Year		
Fall Semester		
ACIS 2116	Principles of Accounting ^{1,2}	3
ECON 2006	Principles of Economics ^{1,2}	3
BIT 2406	Introduction to Business Statistics, Analytics, and Modeling ^{1,2}	3
Select three credits in Pathway 4 (https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G04)		3
Select three credits in Pathway 6a (https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G06A)		3
Free Electives		3
Credits		18
Spring Semester		
MKTG 3104	Marketing Management ^{2,#}	3
FIN 3104	Introduction to Finance ^{2,#}	3
HTM 2314 or MGT 2314	Introduction to International Business ² or Introduction to International Business	3
PSYC 1004 or SOC 1004	Introductory Psychology or Introductory Sociology	3
Select three credits in Pathway 4 (https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G04)		3
MKTG 2104	Careers in Marketing #	1
Credits		16
Third Year		
Fall Semester		
MKTG 4554	Principles of Professional Selling #	3
MKTG 4204	Consumer Behavior #	3
MKTG 4154	Marketing Research #	3
BIT 3414	Operations and Supply Chain Management ^{2,#}	3
Select three credits in Pathway 6d (https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G06D)		3
Credits		15
Spring Semester		
MKTG 4304	Marketing Communications #	3
MKTG 4774	Advanced Professional Selling #	3
MKTG 4604	Retail Management #	3
MGT 3404	Principles of Management ^{2,#}	3
Select three credits in Pathway 1a (https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G01A)		3
Credits		15

Fourth Year		
Fall Semester		
MKTG 4644	Marketing, Society and the Public Interest [#]	3
MKTG 4354	Marketing Channels and Logistics [#]	3
MKTG 4454	Sales Force Management [#]	3
MKTG 4054	Sales Technology [#]	3
FIN 3054	Legal and Ethical Environment of Business ^{2,#}	3
Credits		15
Spring Semester		
MKTG 4754	Strategic Marketing [#]	3
MKTG PRSL Elective [#]		3
MGT 4394	Strategic Management ^{2,#}	3
Select three credits in Pathway 7 (https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G07) or Free Electives ³		3
Free Electives		3
Credits		15
Total Credits		125

MKTG 4114	Introduction to AI in Marketing [#]	3
MKTG 4164	Social Media and Content Marketing [#]	3
MKTG 4254	Product and Price Management [#]	3
MKTG 4264	Analytics for Marketing [#]	3
MKTG 4404	Field Practicum in Marketing [#]	3
MKTG 4974	Independent Study [#]	3
MKTG 4984	Special Study [#]	3
MKTG 4994	Undergraduate Research [#]	1-19

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