

ADVISING SHEET

2006-2007 Catalog

Business Management- Marketing Concentration COOKEVILLE ONLY

NAME: _____

CWID: _____

PHONE: (WORK) _____ (HOME) _____

MAJOR MARKETING

E-mail _____

NOTES AND COMMENTS

FIRST YEAR - FALL SEMESTER			
<i>Course No. and Title</i>	<i>Cr.</i>	<i>Term</i>	<i>Prerequisite</i>
ACCT 1104 – Principles of Accounting I	3		DSPM 0850
BUS 1113 – Introduction to Business	3		DSPR 0800
ENGL 1010 – English Composition I	3		DSPR 0800 & DSPW 0800
<i>Math Elective, choose one</i> MATH 1130, MATH 1530, MATH 1630, or Math 1710	3		
MKT 1400 –Customer Service & Sales Techniques	3		DSPR 0800 & DSPE 0700

FIRST YEAR - SPRING SEMESTER			
<i>Course No. and Title</i>	<i>Cr.</i>	<i>Grade</i>	<i>Prerequisite</i>
ACCT 1105 – Principles of Accounting II	3		ACCT 1140 (C or higher)
ECON 1111 – Principles of Macroeconomics <u>or</u> ECON 1121 – Principles of Microeconomics	3		DSPR 0800 & DSPW 0700
SPCH 1010 – Speech	3		ENGL 1010
BUS 2400 – Principles of Management	3		DSPR 0800 & DSPW 0700
Humanities Elective	3		

SECOND YEAR - FALL SEMESTER			
<i>Course No. and Title</i>	<i>Cr.</i>	<i>Grade</i>	<i>Prerequisite</i>
BUS 2310 – Business Ethics	3		DSPR 0800 & DSPW 0700
BUS 2600 – Business Law: Contracts	3		DSPR 0800 & DSPW 0700
MKT 2220 – Marketing	3		DSPR 0800 & DSPW 0700
MKT 2221 – Consumer Behavior	3		DSPR 0800 & DSPW 0700
Technical Elective	3		

SECOND YEAR - SPRING SEMESTER			
<i>Course No. and Title</i>	<i>Cr.</i>	<i>Grade</i>	<i>Prerequisite</i>
AIS 1181 – Microcomputer Software for Business	3		DSPR 0800 & DSPM 0700
BUS 2111 – Organizational Behavior	3		DSPR 0800 & DSPW 0700
BUS 2900 – Business Management Applications (Last Semester)	3		All other Business courses
Social Science Elective	3		
Technical Elective	3		