



Marketing, Sales Management Concentration

Scott College of Business

Degree Path 2019-2020

Fall 1	Credits	Success Marker
BUS 100	3	
ENG 101	3	
FS COMM	3	
Elective	3	
MATH 115 or 131	3	
Total Hours	15	

Spring 1	Credits	Success Marker
BUS 180	3	
ENG 105	3	
ECON 200	3	
FS SBS	3	
FS HLTH	3	
Total Hours	15	

Fall 2	Credits	Success Marker
BUS 201	3	
BUS 205	3	
ECON 201	3	
FS HIST	3	
BUS 221	3	
Total Hours	15	

Spring 2	Credits	Success Marker
BUS 202	3	Critical Course
BUS 305	3	Critical Course
BUS 263	3	Critical Course
FS LSC	4	
FS GPCD	3	
Total Hours	16	

Fall 3	Credits	Success Marker
BUS 311	3	
BUS 361	3	Critical Course
BEIT 336	3	
FS ESR	3	
FS FPA	3	
Total Hours	15	

Spring 3	Credits	Success Marker
BUS 371	3	Critical Course
BUS 351	3	Critical Course
MKTG 332	3	Critical Course
MKTG 344	3	
MKTG 443	3	
Total Hours	15	

Fall 4	Credits	Success Marker
MKTG 338	3	Critical Course
MKTG 445	3	
FS UDIE	3	
MAJR ELECU	3	
MAJR ELECU	3	
Total Hours	15	

Spring 4	Credits	Success Marker
BUS 401	3	Critical Course
MKTG 448	3	Critical Course
FS LS	3	
Elective	2	
MKTG 444	3	
Total Hours	14	

A requirement to this plan is to become fully admitted to the Scott College of Business by the end of the fourth semester. College of Business Admission (COBA) requires: an average GPA of 2.25 or higher in BUS 100 or MGT 140, BUS 180, BUS 201, BUS 205, and ECON 200; completion of freshman English composition, communication, and Math 115 or a calculus course.

For more information on 15 to Finish, please visit <https://learnmoreindiana.org/college/succeeding-in-college/graduating-on-time/>.

Indiana State University's priority date for filing the FAFSA is April 15. Students must earn 30 credit hours each academic year in order to maximize financial aid from the state of Indiana. Details about how to apply for financial aid, eligibility criteria, and awarding rules are available online at <https://www.indstate.edu/financial-aid/apply>. Students may view their specific financial file by logging into the MyISU Portal at <https://isuportal.indstate.edu/>.

Program Description and Career Resources: <http://www.indstate.edu/academics/undergraduate/majors/marketing>

