

## Template for CAA students earning an AS degree

who are interested in Bachelor of Science in Business Administration - Marketing Professional Selling concentration at University of North Carolina Wilmington

Part I: Complete the AS degree within the NCCCS as outlined.

### Universal General Education Transfer Component

English Composition (6 SCH)		The following two English composition courses are required.					
Prefix	Course Name	Credit Hours	Pre-requisites	UNCW Course Equivalent	Credit Hours	Required by Major	Notes
ENG 111	Expository Writing	3		ENG 101	3		Req by CAA
ENG 112	Argument-Based Research	3	ENG 111	ENG 201	3		Req by CAA
<b>Total Credit Hours Required</b>		<b>6</b>			<b>6</b>		
Humanities/Fine Arts (6 SCH)		Students will select two courses from at least two different disciplines:					
Prefix	Course Name	Credit Hours	Pre-requisites	University Course Equivalent	Credit Hours	Required by Major	Notes
ART 111	Art Appreciation	3	None	ART 001	3		
ART 114	Art History Survey I	3	None	ARH 201	3		
ART 115	Art History Survey II	3	None	ARH 202	3		
COM 231	Public Speaking	3	None	COM 101	3		
ENG 231	American Literature I	3	None	ENG 223	3		
ENG 232	American Literature II	3	None	ENG 224	3		
MUS 110	Music Appreciation	3	None	MUS 115	3		
MUS 112	Introduction to Jazz	3	None	MUS 116	3		
PHI 215	Philosophical Issues	3	ENG 111	PAR 101	3		
PHI 240	Introduction to Ethics	3	ENG 111	PAR 115	3		
<b>Total Credit Hours Required</b>		<b>6</b>			<b>6</b>		
Social /Behavioral Science (6 SCH)		Students will select two courses from at least two different disciplines:					
Prefix	Course Name	Credit Hours	Pre-requisites	University Course Equivalent	Credit Hours	Required by Major	Notes
ECO 251	Principles of Microeconomics	3	None	ECO 221	3	yes	
ECO 252	Principles of Macroeconomics	3	None	ECO 222	3	yes	
HIS 111	World Civilizations I	3	None	HIST 101	3		
HIS 112	World Civilizations II	3	None	HIST 102	3		
HIS 131	American History I	3	None	HIST 105	3		
HIS 132	American History II	3	None	HIST 106	3		
PSY 150	General Psychology	3	None	PSY 105	3		
POL 120	American Government	3	None	PLS 101	3		
SOC 210	Introduction to Sociology	3	None	SOC 105	3		
<b>Total Credit Hours Required</b>		<b>6</b>			<b>6</b>		
Mathematics (8 SCH)		Students will select two courses from the following:					
Prefix	Course Name	Credit Hours	Pre-requisites	University Course Equivalent	Credit Hours	Required by Major	Notes
MAT 171	Precalculus Algebra	4		MAT 111	4	yes	
MAT 172	Precalculus Trigonometry	4		MAT 112	4		
MAT 263	Brief Calculus	4	MAT 171	MAT 151	4	yes	
MAT 271	Calculus I	4	MAT 172	MAT 161	4		
<b>Total Credit Hours Required</b>		<b>8</b>			<b>8</b>		

Natural Sciences (8 SCH)		Students will select 8 SCH from the following courses:					
Prefix	Course Name	Credit Hours	Pre-requisites	University Course Equivalent	Credit Hours	Required by Major	Notes
AST 151/151A	General Astronomy I and Lab	4		PHY 260 + PHY 001	4		will meet GEC requirement, cannot take both AST 111 and AST 151
BIO 110	Principles of Biology	4		BIO 105	4		
BIO 111	General Biology	4		BIO 201	4		
BIO 112	General Biology II	4	BIO 111	BIO 202	4		
CHM 151	General Chemistry I	4		CHM 101	4		
CHM 152	General Chemistry II	4	CHM 151	CHM 102	4		
GEL 111	Introduction Geology	4		GYL 101	4		
PHY 110/110A	Conceptual Physics and Lab	4		PHY 105	4		
PHY 151	College Physics I	4		PHY 101	4		
PHY 152	College Physics II	4	PHY 151	PHY 102	4		
PHY 251	General Physic I	4		PHY 201	4		
PHY 252	General Physics II	4	PHY 251	PHY 202	4		
<b>Total Credit Hours Required</b>		<b>8</b>			<b>8</b>		

**Total UGETC Hours** **34** **34**

**Additional General Education Courses (11 SHC) : These courses must be classified as UGETC or general education within the CAA.**

Prefix	Course Name	Credit Hours	Pre-requisites	University Course Equivalent	Credit Hours	Category	Notes
MAT 152	Statistical Methods I	4		STT 215 + STT 001	3 + 1	UGETC	Required for Major
ECO 252	Principles of Macroeconomics	3		ECN 222	3	UGETC	Required for Major
Foreign Language		4			3 + 1	GEN ED	US FL requirement***
<b>Total Credit Hours Required</b>		<b>11</b>			<b>11</b>		

**Total General Education Hours Required** **45** **45**

\*\*Recommend that the 45 hours include 2 WI & 2 IL

\*\*\*US Foreign Language requirement is level 211 (201) same language as in High School or if no language on record. Otherwise 111 (101), and 112 (102) of a different language.

**Other REQUIRED HOURS (15-16 SHC): These courses must be classified as pre-major, elective or general education within the CAA.**

Prefix	Course Name	Credit Hours	Pre-requisites	University Course Equivalent	Credit Hours	Category	Notes
ACA 122	College Transfer Success	1		UNI 001	1	GEC	required by CAA
PED 110	Fit and Well for Life	2		PED 101	2	GEN ED	US requirement
Foreign Language		4			3 + 1	GEN ED	US FL requirement
ACC 120	Prin of Financial Accounting	4		ACG 201 + ACGL 201	3 + 1	Pre-major/Elective	Required for Major
ACC 121	Prin of Managerial Accounting	4		ACG 203 + ACG 001	3 + 1	Pre-major/Elective	Required for Major

**Other Required Hours (15-16 SCH)** **16** **16**

**Total Semester Credit Hours in Program: 61** (minimum 60 required)

**Part II: Complete UNCW Degree Plan for Bachelor of Science in Business Administration - Marketing Professional Selling concentration**

Third Year						
FALL			SPRING			
Prefix	Course Name	Credit Hours	Prefix	Course Name	Credit Hours	Comments
MIS 313	Intro to Mgt. Info Systems	3	BUS 305	Business Essentials	1	
BUS 205	Business Career Prep	1	FIN 335	Principles of Financial Management	3	
INB 300	International Business	3	MKT 343	Marketing Intelligence and Communication	3	
MKT 340	Principles of Marketing	3	MKT 348	Professional Selling	3	
MGT 350	Principles of Management	3	MKT 441	Customer Relationship Management	3	
General Elective or Foreign Language		3	Gen Elective		3	
<b>Total Credit Hours Required</b>		<b>16</b>			<b>16</b>	

Fourth Year						
FALL			SPRING			
Prefix	Course Name	Credit Hours	Prefix	Course Name	Credit Hours	Comments
MKT 448	Sales Management	3	MKT 445	Marketing Strategy	3	
MKT Elective		3	MGT 455	Competitive Strategy	3	
OPS 370	Principles of Operations Mgt.	3	MKT Elective		3	
BLA 361	Legal Environment of Business	3	Gen Elective or Internship		3	
General Elective		3	Gen Elective		3	
			Gen Elective		1	
<b>Total Credit Hours Required</b>		<b>15</b>			<b>16</b>	

**Total Semester Credit Hours at UNCW: 63**

**Total Semester Credit Hours required for graduation: 124**