

<b>Program Name: Management (BS), 121 credits</b>			<b>Program Name: BSBA in Marketing</b>		
<b>Marketing Concentration</b>					
<b>Bay State College</b>			<b>Suffolk University</b>		
<b>Required (Core) Courses in the Major</b>			<b>Required (Core) Courses in the Major</b>		
<b>Total # courses required = 41</b>			<b>Total # courses required =</b>		
<b>Required Courses <u>with</u> an Equivalent Course at the Receiving Institution</b>			<b>Equivalent Courses at Receiving Institution</b>		
<i>Course Number</i>	<i>Course Title</i>	<i>Credit Hours</i>	<i>Course Number</i>	<i>Course Title</i>	<i>Credit Hours</i>
ENG 111B/LIT	English I	3	WRI 101	Writing I	3
COR 102B	Reading, Writing, Critical Thinking	3	WRI 102	Writing II	3
CIS 103	Computers & Information Systems	3	ISOM210	Management Information Systems	3
COR 103B	Integrative Social Sciences	3		Cultural Perspectives Requirement	3
COR 101B	Art and Science of Learning	3		Free Elective	3
MAN 102	Management	3		Free Elective	3
MAT 104	College Algebra	3	MATH 104	Precalculus	3
ECO 101	Microeconomics	3	EC 101	Microeconomics	3
MAN 101	Intro to Business	3	SBS 101	Business Foundations	3
COR 106B	Divided America	3		Social, Intellectual History Requirement	3
MAT 200	Statistics	3	STATS240	Intro to Statistics	3
ECO 102	Macroeconomics	3	EC-102	Macroeconomics	3
COR 105B	Communication Skills	3	CJN 105	Principle of Oral Communication	3
ACC 100	Financial Accounting	3		Free Elective	3
COR 203B	Pathways to Careers	3		Free Elective	3
LAW 110	Business Law	3	BLE214	Business Law	3
MKT 210	Principles of Marketing	3	MKT 210	Principles of Marketing	3
CIS 313	Enterprise Systems	3		Free Elective	3
ACC 110	Financial Accounting II	3	ACCT201	Accounting for Decision Making I	3
	Science Elective	4		Science Requirement	4
COR 202B	Design Thinking	3		Free Elective	3
COR 201B	Global Citizenship	3		Free Elective	3
CIS 209	Advanced Business Applications	3		Free Elective	3
FIN 201	Finance	3	FIN 200	Business Finance	3
MAN 322	International Management	3	SIB 101	Globalization	3
	<b>Senior Year Courses</b>				
COR 300B	Good Life	3		Philosophy Elective	3
MAN 450	Senior Seminar	3		Free Elective	3

MAN 499	Internship	3		No Credit	0
MAN 402	Operations Management	3	ISOM 319	Operations Management	3
MKT 459	Marketing Strategy	3		Free Elective	3
	Strategic Management	3	MGT 217	Organizational Behavior	3
	Marketing Concentration Pool A(2)	6		Free Elective	6
	Marketing Concentration Pool B (2)	6		Free Elective	6
<b>Sub Total Required Credits with Course Equivalents</b>		106	<b>Sub Total Course Equivalent Credits</b>		
<b>Required Courses <i>without</i> an Equivalent Course at the Receiving Institution</b>			<b>Recognition of Credit at Receiving Institution (if applicable)</b>		
Course Number	Course Title	Credit Hours	Description of How Credit Will Be Recognized (if applicable)		Credit Hours
<b>Sub Total Required Credits without Course Equivalents</b>			<b>Sub Total Recognized Non-Equivalent Course Credits</b>		
			<b>Additional Required Courses at the Receiving Institution</b>		
			Course Number	Course Title	Credit Hours
			<b>BLE 215</b>	<b>Business Ethics &amp; Law</b>	<b>3</b>
			<b>ACCT 202</b>	<b>Accounting for Decision Making II</b>	<b>3</b>
				<b>Math Requirement</b>	<b>4</b>
			<b>ISOM201</b>	<b>Data Analysis</b>	<b>3</b>
			<b>MKT220</b>	<b>Business Research</b>	<b>3</b>
			<b>SBS 220</b>	<b>Business Writing</b>	<b>3</b>
			<b>SBS 300</b>	<b>Career Build</b>	<b>1</b>
			<b>SBS 400</b>	<b>Career Launch</b>	<b>1</b>
			<b>MGT 360</b>	<b>Leadership Practicum</b>	<b>3</b>
			<b>SIB 429</b>	<b>Strategic Management</b>	<b>3</b>
				<b>Major Requirements (7)</b>	<b>21</b>
			<b>Sub Total Additional Required Course Credits</b>		
<b>Elective Courses (Total # courses required = 0 ) (attach list of choices if needed)</b>			<b>Elective Courses (Total # courses required = 0 ) (attach list of choices if needed)</b>		
	Open Electives (4)	12			
	Program Elective (1)	3			
<b>Sub Total Elective Credits</b>		15	<b>Sub Total Elective Credits</b>		

<b><i>Distribution of General Education Requirements</i></b> Attach List of General Education Offerings (Course Numbers, Titles, and Credits)	# of Gen Ed Credits	<b><i>Distribution of General Education Requirements</i></b> Attach List of General Education Offerings (Course Numbers, Titles, and Credits)	# of Gen Ed Credits
Arts and Humanities, including Literature and Foreign Languages	43	Arts and Humanities, including Literature and Foreign Languages	
Mathematics and the Natural and Physical Sciences		Mathematics and the Natural and Physical Sciences	
Social Sciences		Social Sciences	
<b><i>Sub Total General Education Credits</i></b>	43	<b><i>Sub Total General Education Credits</i></b>	
<b><i>Curriculum Summary</i></b>		<b><i>Curriculum Summary</i></b>	
<b><i>Total credit hours required for degree</i></b>	121	<b><i>Total credit hours required for degree</i></b>	124
<b><i>Prerequisite, Concentration or Other Requirements, if any</i></b>		<b><i>Prerequisite, Concentration or Other Requirements, if any:</i></b>	

***\*BSC MGMT MKT PROGRAM ELECTIVES:*** Any courses with the prefix ACC, CIS, ECO, FIN, HOM, MAN, MKT not listed above. ***SCIENCE W/LAB:*** Science course lecture must also complete Lab section to get full credit.  
***POOL A: MKT 213, MKT 322, MKT 328, MKT 330, CIS 325***  
***POOL B: MKT 327, MKT 422, MKT 425, MKT 426, MKT 427***