

# Professional Sales Major Course Requirements

*Based on 2007-2008 Catalog*



## **Liberal Arts Curriculum:** (54 hours, to be taken by ALL Harding students)

### **Bible Requirements:**

- New Testament Survey: Fall Semester (BNEW 112, Daily class)
- Old Testament Survey: Spring Semester (BOLD 101, Daily class)
- Sophomore Bible Classes (Variety to choose from)
- English Composition I (Eng 111 or 113)
- English Composition II (Eng 211)
- Speech (Como 101)
- Psychology (Psy 201)
- Macro-Economics (Econ 201)
- Kinesiology classes (Kins 101: Wellness and an activity class)
- Biology (Biol 111 or 113)
- Elementary Statistics (Math 200)
- Physical Science (choose from PHS 111, 112, 113, 115, 116)
- Art Appreciation (Art 101)
- Music Appreciation (Mus 101)
- English Literature (Eng 201 or 202)
- American History (Hist 101 or 102)
- Western Civilization (Hist 110 or 111)
- Global Classes (choose two classes) (Encourage IB 345 or BMIS 386, 387, or 388 as bible)

## **Business Core Classes:** (38 hours, to be taken by ALL Business majors)

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|---|--|
| <input type="checkbox"/> <input type="checkbox"/> Accounting (Acct 205 and 206) | <input type="checkbox"/> Mgt. Information Systems (IT 290) |
| <input type="checkbox"/> Micro-Economics (Econ 202)                             | <input type="checkbox"/> Business Communications (Bus 350) |
| <input type="checkbox"/> Business Statistics (Bus 265)                          | <input type="checkbox"/> Organizational Behavior (Mgt 368) |
| <input type="checkbox"/> Business Law (Bus 315)                                 | <input type="checkbox"/> Strategic Policy (Mgt 430)        |
| <input type="checkbox"/> Managerial Finance (Bus 343)                           | <input type="checkbox"/> Prod. Operations (Mgt 354)        |
| <input type="checkbox"/> Marketing (Mktg 330)                                   | <input type="checkbox"/> Business Ethics (Bus 435)         |

## **Professional Sales Major Requirements:** (30 hours)

- MKTG 331    PRS 336    PRS 371    PRS 405    PRS 440

**3 Courses from (BUS 420, MKTG 347, MKTG 400, MKTG 455 or PRS 398)**

- \_\_\_\_\_    \_\_\_\_\_    \_\_\_\_\_

**2 Elective Courses from COBA (3 hours of IT recommended)**

- \_\_\_\_\_    \_\_\_\_\_

## **Remaining Bible:** (6 hours)

- 6 more hours of bible (Bus 435 counts as a bible course the semester it is taken)

## **Total Hours for a Professional Sales Major: 128 hours**

This outline of classes is intended as a general guideline for scheduling. Many factors must be considered in the above general outline such as ACT or SAT scores, interest in one of our international programs, and career goals. These issues will be addressed through individual advising sessions.