

Professional Sales Major Course Requirements

Paul R. Carter College of Business
Harding University
Based on 2011-2012 Catalog

Liberal Arts Curriculum: (53 hours, to be taken by ALL Harding students)

- Life and Teachings of Jesus (Gospels) Freshmen Year, Fall (BNEW 111)
- Faith and Mission of the Church (Acts through Revelation) Spring (BNEW 113)
- Creation and Kingdom (Genesis through Esther) Sophomore Year, Fall (BOLD 207)
- Wisdom and Prophets (Job through Malachi) Spring (BOLD 209)
- 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)
- Appreciation of Art (Art 101), Music (Mus 101), Theatre (Comt 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)

- Accounting (Acct 205 and 206)
- Micro-Economics (Econ 202)
- Marketing (Mktg 240)
- Business Statistics (Bus 265)
- Legal Environment (Bus 317)
- Managerial Finance (Fin 343)
- Mgt. Information Systems (IS 290)
- Business Communications (Bus 350)
- Organizational Behavior (Mgt 368)
- Prod. Operations (Mgt 354)
- Business Ethics (Bus 435)
- Strategic Policy (Mgt 430)

Professional Sales Major Requirements: (30 hours)

- PRS 336 PRS 371 PRS 398 PRS 405 PRS 440 BUS 420

1 Course from (MKTG 331, MKTG 347, MKTG 400, or MKTG 455)

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

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General Elective 1 hour _____

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.