

## Emphasis - Sales

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## B.B.A. in Marketing Description

Curricula of the School of Business Administration are designed both for those who plan to operate their own businesses and for those who plan to occupy responsible positions in business organizations. The marketing curriculum provides instruction in basic principles, major functions, and principal institutions of marketing. It emphasizes skills needed in advertising, retailing, sales management, marketing research, product management, distribution management, and related areas.

### Minimum Total Credit Hours: 120

### General Education Requirements

The general education requirements for the B.B.A. include first-year composition (6); humanities (3); fine arts (3); humanities or fine arts (3); mathematics (6); lab science (6-8); social science (6).

For a detailed description of each category and course classifications, please refer to the [General Education Core Curriculum](#)

### Course Requirements

Requirements for the major in marketing include the B.B.A. core: Accy 201, 202 (3, 3); Bus 230; Bus 271; Bus 250; Bus 302; Mktg 351; Fin 331; Mgmt 371; Mktg 372; Mgmt 493; MIS 309; 300-level business elective (6); and 300-level business/nonbusiness elective (3).

In addition to the B.B.A. core, the major in marketing requires 24 semester hours beyond the Principles of Marketing (Mktg 351) course and must include the following courses: Mktg 367, 451, 452, 525, and 12 hours from an emphasis in digital marketing, global supply chain management, marketing analytics, or sales. If students choose not to pursue an emphasis, they may take 12 hours of any 300-level or above Mktg course not already required for the major.

#### Digital marketing emphasis courses:

Mktg 353, Mktg 370, Mktg 371, and Mktg 465

#### Global supply chain management emphasis courses:

Mktg 361, Mktg 462, Mktg 475, Mktg 477, or Mktg 488

#### Marketing analytics emphasis courses:

Mktg 475, Mktg 488, Mktg 496, and one of the following: Mktg 360 or Mktg 371

#### Sales emphasis courses: Mktg 354, Mktg 458, and two courses from the

following: Mktg 357, Mktg 358, Mktg 488, or Bus 322

### Other Academic Requirements

See School of Business Administration Academic Requirements for rules on when Business students may enroll in specialty major course work. No student may enroll for more than 18 semester hours unless approved by the Dean's Office.

## Emphasis - Sales Description

The sales emphasis is designed to help prepare marketing students for careers in professional sales, primarily for business-to-business products and services. The coursework includes a study of influence and persuasion, salesforce management, client negotiations, account management, and business development.

### Course Requirements

For the emphasis in sales, a student must complete 12 hours of coursework including Mktg 354, Mktg 458, and two courses from the following: Mktg 357, Mktg 358, Mktg 488, or Bus 322.

### Degree Requirements

The academic regulations for this degree program, as entered in the University of Mississippi Catalog, are in effect for the current or selected academic year and semester. The University of Mississippi reserves the right to 1) change or withdraw courses; 2) change rules for registration, instruction, and graduation; and 3) change other regulations affecting the student body at any time.

### General Education

| REQUIREMENT                      | HOURS | DESCRIPTION                                                                                                                                               |
|----------------------------------|-------|-----------------------------------------------------------------------------------------------------------------------------------------------------------|
| First Year Writing I             | 3     | Complete <a href="#">Writ 101</a> or <a href="#">Writ 100</a> or <a href="#">Hon 101</a> with a passing grade.                                            |
| First Year Writing II            | 3     | Complete one of the following courses with a passing grade: <a href="#">Liba 102</a> , <a href="#">Writ 102</a> or <a href="#">Hon 102</a> .              |
| <a href="#">Math 261/267/271</a> | 3     | Complete one of the following courses with a grade of C or better: <a href="#">Math 261</a> , <a href="#">Math 267</a> , or <a href="#">Math 271</a> .    |
| <a href="#">Math 262/268/272</a> | 3     | Complete one of the following courses with a passing grade: <a href="#">Math 262</a> , <a href="#">Math 268</a> , or <a href="#">Math 272</a> .           |
| 6-8 hrs science                  | 6     | Complete 6-8 hours of natural science courses and labs with a passing grade from the following areas: biology, chemistry, geology, physics, or astronomy. |



| REQUIREMENT                                   | HOURS | DESCRIPTION                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|-----------------------------------------------|-------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 2 science labs                                | 2     | Complete at least two science laboratory courses with a passing grade. Courses may be chosen from the departments of Biology, Chemistry and Biochemistry, Geology and Geological Engineering, or Physics and Astronomy.                                                                                                                                                                                                                                                                                                                               |
| 6 hrs Soc Sci/ <a href="#">Econ 202</a> & 203 | 6     | Students pursuing a B.B.A. will fulfill the social science requirement by taking <a href="#">Econ 202</a> and <a href="#">Econ 203</a> . <a href="#">Econ 202</a> must be completed with a grade of C or better to move on to <a href="#">Econ 203</a> .                                                                                                                                                                                                                                                                                              |
| 3 hrs fine & perform arts                     | 3     | The course may be chosen from art history, music, dance, and theatre arts. Studio and workshop courses cannot be used to satisfy this requirement. Courses that satisfy this requirement are any Art History (AH); <a href="#">Liba 130, 204, 314</a> ; <a href="#">Mus 101, 102, 103, 104, 105</a> ; <a href="#">Danc 200</a> ; <a href="#">Thea 201, 202</a> . Students who have completed 30 semester hours of undergraduate course work may fulfill the requirement with a 300- or 400-level art history course.                                  |
| 3 hrs humanities                              | 3     | The course may be chosen from any classical civilization (Clc); history (Hst); philosophy (Phil); religion (Rel); or one of the following specific courses: environmental studies ( <a href="#">Envs 101</a> ); <a href="#">Liba 202, 312</a> ; African American studies ( <a href="#">AAS 201, 202</a> ); gender studies ( <a href="#">G St 201, 202</a> ); literature ( <a href="#">Eng 103, 220-226</a> ); Southern studies at the 100 level only (S St), or <a href="#">Hon 101, 102</a> (if not being used to fulfill composition requirements). |
| 3 hrs fine arts/humanities                    | 3     | Complete 3 hours in the area of fine/performing arts or humanities listed above.                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |

### Program Core

| REQUIREMENT                              | HOURS | DESCRIPTION                                                                               |
|------------------------------------------|-------|-------------------------------------------------------------------------------------------|
| <a href="#">Accy 201</a>                 | 3     | Complete <a href="#">Accy 201</a> with a passing grade.                                   |
| <a href="#">Accy 202</a>                 | 3     | Complete <a href="#">Accy 202</a> with a passing grade.                                   |
| <a href="#">Bus 230/Econ 230</a> - C min | 3     | Complete <a href="#">Bus 230</a> or <a href="#">Econ 230</a> with a grade of C or better. |
| <a href="#">Bus 250</a>                  | 3     | Complete <a href="#">Bus 250</a> with a passing grade.                                    |
| <a href="#">Bus 271</a>                  | 3     | Complete <a href="#">Bus 271</a> with a passing grade.                                    |

### Major Requirements

| REQUIREMENT                       | HOURS | DESCRIPTION                                                                                                                                                                                                    |
|-----------------------------------|-------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <a href="#">Bus 302/ Econ 302</a> | 3     | Successfully complete <a href="#">Bus 302</a> or <a href="#">Econ 302</a> with a passing grade.                                                                                                                |
| <a href="#">Mktg 351</a>          | 3     | Complete <a href="#">Mktg 351</a> with a passing grade.                                                                                                                                                        |
| <a href="#">Fin 331</a>           | 3     | Complete <a href="#">Fin 331</a> with a passing grade.                                                                                                                                                         |
| <a href="#">Mgmt 371</a> - C min  | 3     | Complete <a href="#">Mgmt 371</a> with a grade of C or better.                                                                                                                                                 |
| <a href="#">Mktg 372</a>          | 3     | Successfully complete <a href="#">Mktg 372</a>                                                                                                                                                                 |
| <a href="#">Mgmt 493</a>          | 3     | Complete <a href="#">Mgmt 493</a> with a passing grade.                                                                                                                                                        |
| <a href="#">BAIS 309</a>          | 3     | Complete <a href="#">BAIS 309</a> with a passing grade.                                                                                                                                                        |
| 6 hrs 300+ bus electives          | 6     | Student must complete 6 hours of business electives at the 300 level or higher. Courses can be chosen from the following departments: Business, Accounting, Marketing, Management, MIS, Finance, or Economics. |
| 3 hrs 300+ elective               | 3     | Student must complete 3 hours of business/non-business electives at the 300 level or higher.                                                                                                                   |
| Overall Major GPA                 |       | Please contact your academic advisor for grade point requirements.                                                                                                                                             |
| Resident Major GPA                |       | Please contact your academic advisor for grade point requirements.                                                                                                                                             |

### Major Requirements II

| REQUIREMENT              | HOURS | DESCRIPTION                                             |
|--------------------------|-------|---------------------------------------------------------|
| <a href="#">Mktg 367</a> | 3     | Complete <a href="#">Mktg 367</a> with a passing grade. |
| <a href="#">Mktg 451</a> | 3     | Complete <a href="#">Mktg 451</a> with a passing grade. |
| <a href="#">Mktg 452</a> | 3     | Successfully complete <a href="#">Mktg 452</a>          |
| <a href="#">Mktg 525</a> | 3     | Complete <a href="#">Mktg 525</a> with a passing grade. |

