

NAME: _____

ID#: _____

DATE: _____

THIS CHECKLIST IS AN UNOFFICIAL TOOL FOR PLANNING.
 Matriculated students and advisors should consult the Academic Requirements Report in GullNet before and after registering for classes each semester to track academic progress.

UNIVERSITY POLICIES

Salisbury University minors require:

- The completion of at least 18 credits with grades of C or better.
- At least 15 credits applied toward the minor must be coursework that is not used to satisfy General Education requirements.
- At least nine credits must be earned at SU.

Advisement for the minor is available from the Perdue School advising coordinator.

MINOR REQUIREMENTS

- The minor is designed for non-business/non-accounting/non-finance/non-management/non-marketing/non-information systems majors who are planning to pursue careers involving promotion management (advertising and sales), fashion merchandising, retail management, purchasing, distribution, public relations, etc., as well as operating a small business. The minor is not the preferred minor for students preparing for graduate study in business administration (see the Business Administration - 4+1 Minor checklist).
- All courses in the minor must be completed with a C or better, including transfer credits.
- No course may be taken pass/fail.
- At least 9 credits of the minor must be earned at Salisbury University.
- At least 15 credits of the work applied toward the minor must consist of courses that are not used to satisfy General Education or Perdue School requirements.
- The Perdue School does not allow course substitution; only those courses listed as fulfilling the minor are accepted.
- Check the SU catalog for course prerequisite information.
- Students must declare the minor online at:
www.salisbury.edu/perdue/studentservices/advising/students/minors.html
- The minor is not intended for accounting, business administration, finance, information systems, management and marketing majors.

Course No. & Title	#Credits	Grade	Taken @SU	Term Completed
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REQUIRED COURSES (9 credits)

Courses are listed in the order they should be taken.

Complete the following:

BUAD 103* - Introduction to Business	3	_____	Y/N	_____
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Complete 1 of the following (circle course taken):

ECON 150** - Principles of Economics	3	}	_____	Y/N	_____
or					
ECON 211** - Principles of Microeconomics	3				
or					
ECON 212** - Principles of Macroeconomics	3				

Complete the following:

MKTG 330*** - Principles of Marketing Management	3	_____	Y/N	_____
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* Prerequisite: Not open to students concurrently enrolled in, or with academic credit for, any 300/400-level ACCT/BUAD/FINA/INFO/MKTG/MGMT courses (such students are to substitute ACCT 248: Legal Environment)

** ECON150, 211 or 212 may be used to satisfy General Education IIB requirements

*** Prerequisite: 56 credits and ECON150 or 211 or 212 with a C grade or higher.

REQUIRED ELECTIVES (9 credits)

Choose 3 from the following (circle courses taken):

MGMT320* - Management and Organizational Behavior	3	}	_____	Y/N	_____
MGMT428** - Entrepreneurship	3				
MKTG331*** - Advertising and Promotions	3				
MKTG332*** - Buyer Behavior	3				
MKTG334*** - Principles of Retailing	3				
MKTG336*** - Direct and Interactive Marketing	3				
MKTG 337 - Professional Selling	3				
MKTG338 - Special Topics in Marketing	3				
MKTG339 - Digital Marketing Analytics	3				
MKTG406**** - Advanced Direct and Interactive Marketing	3				
MKTG407 - Sales Management	3				
MKTG410 - Advanced Professional Selling	3				

* Prerequisite: 56 credits and ECON150 or 211 or 212 with a C grade or higher.

** Prerequisite: MGMT320 and MKTG330

*** Prerequisite: MKTG330

**** Prerequisite: MKTG 336 and permission of instructor

