

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](http://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				
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

