

Name: _____ ID#: _____ Date: _____

GENERAL EDUCATION REQUIREMENTS: (45-49 Credits)

Group I – 15-16 credits
A. English 101 (“C” or better) _____ 3
English 102 (“C” or better) _____ 3
Literature _____ 3

B. (6 credits in **two departments**)
CMAT 260 OR 100 OR 205 _____ 3 REQ.
and
Art, Dance, Modern Languages, Music, or
Philosophy _____ 3/4

Group II – 15 credits
A. History 101 World Civilizations I _____ 3
History 102 World Civilizations II _____ 3

B. (9 credits in **three departments**)
ECON 211 Microeconomic Principles _____ 3 REQ.
and
Anthropology, History, Human Geography,
Political Science, Psychology, or Sociology/
Conflict Analysis and Dispute Resolution _____ 3

and
_____ 3

Group III – 12-15 credits
A. Biology, Chemistry, Geology **or** Physical
Geography, Physics (2 **different** lab
sciences from **different departments**)
_____ 3/4
_____ 3/4

B. MATH 160 Intro. to Applied Calc. _____ 3/4REQ
(or MATH 201)

C. MATH 155 Modern Statistics (C or above) _____ 3 REQ.

Group IV – 3 credits
PHEC 106 – Personal Health Fitness _____ 3

ELECTIVE REQUIREMENTS: (11-17 Credits)

_____ 3
_____ 3
_____ 3
_____ 3
_____ 3
_____ 3

PLEASE NOTE: ALL STUDENTS NEED 120 CREDIT HOURS FOR GRADUATION. GEN ED AND MAJOR REQUIREMENTS DO NOT EQUATE TO 120 CREDITS THEREFORE YOU MUST REGISTER FOR ADDITIONAL FREE ELECTIVES TO COMPLETE ALL REQUIRED CREDITS.

SEE POLICIES AND PROCEDURES ON BACK

MAJOR REQUIREMENTS:

Lower Division/Preprofessional (16 credits +12/13 already counted in Gen. Ed.)

INFO 111 Bus Microcomputer Use _____ 1
MATH 160 Applied Calculus (or MATH 201) _____ 3/4
MATH 155 Modern Statistics _____ 3
ACCT 201 Princ. Of Accounting I _____ 3
ACCT 202 Princ. Of Accounting II _____ 3
ACCT 248 Legal Environment _____ 3
INFO 281 Intermed. Business Statistics _____ 3
ECON 211 Micro-Economic Principles _____ 3
ECON 212 Macro-Economic Principles _____ 3
CMAT 260 Fund. of Org. Communication (or 100 or 205) _____ 3

Information Systems Requirement (3 credits)
INFO 211 Information Systems Concepts _____ 3

Upper Division Core/Professional Core (18 credits)
FINA 311 Financial Management _____ 3
MGMT 320 Mgmt. and Org. Behavior _____ 3
BUAD 300 Personal & Professional Dev. _____ P/F_0
(Must be taken with MGMT 320)
MKTG 330 Principles of Marketing Mgmt _____ 3
INFO 326 Operations Management _____ 3
MGMT 420 Business & Society _____ 3
MGMT 492 Strategic Management (final semester) _____ 3
BUAD 400 Business Student Professional Portfolio, _____ P/F_0
(Must be taken with MGMT 492)

Upper Division- Individualized Track (18 Credits)
Choose **six** 300 or 400 Level
ACCT/BUAD/ECON/FINA/INFO/MGMT/MKTG courses
with the advisor’s guidance and approval of the Perdue
School’s Associate Dean prior to enrollment. At least one
course must be MKTG 438, FINA 440, or ACCT 302.

_____ 3
_____ 3
_____ 3
_____ 3
_____ 3

Additional Major Requirement (3-6 Credits):
International Requirement:
ACCT 430/435 or BUAD 386 or ECON 441 or FINA 447 _____ 3
or INFO 465 or MGMT 422 or MKTG 423.

Applied Business Learning (ABLE)
BUAD 490, Internship _____ 3

**** TO DECLARE BUSINESS ADMINISTRATION INDIVIDUALIZED TRACK, YOU MUST HAVE PERMISSION FROM THE ASSOCIATE DEAN. SEE REVERSE FOR INSTRUCTIONS.**

Revised 5/07

(SEE PRE-PROFESSIONAL CHECK SHEET FOR FRESHMAN AND SOPHOMORE COURSES)

JUNIOR- Fall	CR
FINA 311 – FINANCIAL MANAGEMENT (UD)	3
MGMT 320 – MGMT. & ORG. BEHAVIOR (UD) BUAD 300 PERSONAL & PROFESSIONAL DEV. (UD)	3
MKTG 330 – PRINCIPLES OF MARKETING (UD)	3
INFO 211 – INFORMATION SYSTEMS CONCEPTS (UD)	3
ELECTIVE	3

TOTAL 15

Spring	CR
INFO 326 – PROD & OPERATIONS MGMT* (UD)	3
INDIVIDUALIZED COURSE (T)	3
INDIVIDUALIZED COURSE (T)	3
ELECTIVE	3
GEN ED I A ELECTIVE*	3

TOTAL 15

*can be taken either semester of assigned year

SENIOR - Fall	CR
MGMT 420 – BUS. & SOCIETY (Ethics requirement UD)	3
INDIVIDUALIZED COURSE (T)	3
INDIVIDUALIZED COURSE (T)	3
INTERNATIONAL REQUIREMENT (UD)**	3
ELECTIVE	3

TOTAL 15

Spring	CR
MGMT 492- STRATEGIC MGMT & BUAD 400 Professional Portfolio (UD)	3
INDIVIDUALIZED COURSE (T)	3
INDIVIDUALIZED COURSE (T)	3
ELECTIVE	3

TOTAL 12

*can be taken either semester of assigned year

(UD) = Upper Division

(T) = Track

**See front of sheet for list of international courses.

POLICIES AND PROCEDURES

1. Students must meet the requirements of the Perdue School professional program gate (see application form at www.salisbury.edu/perdueadvising).
2. All business courses need to be completed with a "C" grade or higher. A 2.6 Gate GPA is needed for admission into the school.
3. Lower division core courses may be repeated only once. Students desiring to repeat an SU course to improve a grade must repeat that course at SU.
4. Track courses are to be taken at SU. A maximum of 6 credit hours of comparable courses may be approved if taken at AACSB (Association to Advance Collegiate Schools of Business) accredited schools. Students desiring to take INDV courses elsewhere must receive prior approval from the Associate Dean or his/her designee.
4. A student with an intended Business major will be classified in a pre-professional track until the student has applied to and been accepted in the BUAD major (see #1). Until accepted in the BUAD major, students should use the pre-professional checklist for planning and advisement.

For more information please review your catalog and www.salisbury.edu/perdueadvising.

INSTRUCTIONS FOR APPLYING FOR THE INDIVIDUALIZED TRACK

1. You must write a letter to the Perdue School of Business Associate Dean. In the letter, you must state why you wish to do the individualized track rather than an already established major/concentration/track.
2. You must include in the letter a list of the 300/400-level Perdue School courses that you would like to use toward the INDV track. One course must be ACCT 302 or FINA 440 or MKTG 438. It is wise to list more than six courses, in case the Associate Dean does not approve one or several in the list.
3. You need to submit the letter prior to taking the courses you wish to use in the track; that is, you can not take a series of courses and then back into the track.
4. Once the Associate Dean has approved your request, you will be told what courses will be used. You will then need an appointment with the Advising Services Coordinator to do an internal change of major within the Perdue School of Business. You will need to bring your approved list from the Associate Dean to this appointment.