

Student Name:

Student ID:

Date:

The Marketing Management Minor provides a survey of Marketing Management education. The program 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 Marketing Management Minor is **not** the preferred minor for students preparing for graduate study in Business Administration (See BUAD minor).

**Policies and Procedures**

1. All courses in the MKTG MGMT minor must be completed with a "C" or better including transfer credits. No course may be taken pass/fail.
2. At least **9 credits** of the Marketing Management minor must be earned at Salisbury University.
3. At least **15 credits** of the work applied toward the minor must consist of courses which are **not** used to satisfy General Education or Perdue School requirements.
4. The Perdue School does not allow course substitution; only those courses listed as fulfilling the minor are accepted.
5. Check the SU catalog for course pre-requisite information.
6. Students must declare the Marketing Management minor online at : [http://www.salisbury.edu/perdueadvising/Change\\_Major/changeofmajor.html](http://www.salisbury.edu/perdueadvising/Change_Major/changeofmajor.html)
7. Not intended for Accounting, Business Concentrations, Finance, Information Systems, Management, and Marketing majors.

**Required Courses (9 Credits):**

<u>Course</u>	<u>Courses in order they should be taken</u>	<u>Credits</u>	<u>Grade</u>
BUAD 103	Introduction to Business (Prereq: Not open to students who are currently enrolled in or who have received credit for any 300/400-level ACCT/BUAD/FINA/ MKTG/ MGMT/INFO courses. Such students are to substitute ACCT 248, Legal Environment)	3	_____
ECON 150	Principles of Economics*	3	_____
	<b>OR</b>		
ECON 211	Micro-Economic Principles*	3	_____
	<b>OR</b>		
ECON 212	Macro-Economic Principles*	3	_____
MKTG 330	Principles of Marketing Management (Prereq: Junior standing and ECON 150 <u>or</u> 211 <u>or</u> 212 with a C grade or higher) <small>*ECON 150 or 211 or 212 may be used to satisfy General Education requirements</small>	3	_____

**Required Marketing Management Electives (9 Credits):**

<u>Course</u>	<u>Choose three courses from the following:</u>	<u>Credits</u>	<u>Grade</u>
MGMT 320	Management & Organizational Behavior (Prereq: Junior Standing and ECON 150 <u>or</u> 211 <u>or</u> 212 with a C grade or higher)	3	_____
MKTG 331	Promotion Management (Prereq: MKTG 330)	3	_____
MKTG 332	Consumer Behavior (Prereq: MKTG 330)	3	_____
MKTG 333	Sales Management (Prereq: MKTG 330)	3	_____
MKTG 334	Principles of Retailing (Prereq: MKTG 330)	3	_____
MGMT 428	Entrepreneurship (Prereq: MGMT 320 and MKTG 330)	3	_____

**Total: 18**