UNIVERSITY POLICIES

- Refer to the SU catalog for approved prerequisites and General Education courses.
- Requirements may not equal 120 credit hours. Students must register for additional electives to complete 120 credits required for graduation.
- All graduates must have a minimum of 30 credits of 300/400-level courses with a grade of C or above; at least 15 of those credits must be taken at SU.
- Students must have a minimum cumulative GPA of 2.0 for graduation.
- Students must complete at least 30 credit hours by direct classroom instruction and/or laboratory experience.
- Students must take 30 of the last 37 credit hours at SU.
- It is the student’s responsibility to satisfy graduation requirements. Please refer to the SU catalog for detailed major requirements.
- Students must apply online for graduation by November 15 for May and by May 15 for December.

GENERAL EDUCATION REQUIREMENTS

Course No. & Title | #Credits | Grade | Term Completed
--- | --- | --- | ---

**Group I: English Composition and Literature (2 courses)**
A. C or better in ENGL 103 or HONR 111 | 4 | ------- | -------
B. Literature course (from either ENGL or MDFL Depts.) | 4 | ------- | -------

**Group II: History (2 courses)**
A. HIST 101, 102, or 103 | 4 | ------- | -------
B. HIST 101, 102, 103 or a HIST course above 103 | 4 | ------- | -------

**Group III: Humanities and Social Sciences (3 courses)**
A. Select one course from one of the following seven areas: ART, CMAT, DANC or THEA, MDFL, MUSC, PHIL, HONR 211
B. Select one course from one of the following eight areas: ANTH, CADR, ECON or FINA, ENVR, Human GEOG, PSYC, SOCI, HONR 112
C. Select one course from either Group IIIA or IIIB (course must be from a different area than previously selected)

**Group IV: Natural Science, Math and Computer Science (4 courses)**
A. Select courses with laboratories from at least two of the following four areas: BIOL, CHEM, GEOL or Physical GEOG, PHYS
B. Select one additional course (need not be a lab) from Group IVA or ENVR or ENVH or COSC or MATH or HONR 212
C. Select one course from MATH

**Group V: Health Fitness (1 course)**
FTWL106 - Lifelong Fitness and Wellness | 3 | ------- | -------


c|c|c|c|


MANAGEMENT POLICIES & PROCEDURES

- A student with an intended management major will be classified in a pre-professional track until the student has applied to and been accepted in the management B.S. major.
- Management majors must submit applications for admission to the Professional Program. No management student will be allowed to remain in 300/400 level Perdue School courses if s/he has not submitted this application.
- All business courses need to be completed with a C grade or higher.
- Lower division core, upper division core, major and special requirements may be repeated only once. Students desiring to repeat an SU course to improve a grade must repeat that course at SU.
- Upper division major 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.

More information is also available online: www.salisbury.edu/mgmtmktg

MAJOR REQUIREMENTS

Course No. & Title | #Credits | Grade | Term Completed
--- | --- | --- | ---

**LOWER DIVISION/PRE-PROFESSIONAL CORE (10 courses)**
Complete the following:

ACCT201* - Intro. to Financial Accounting | 3 | ------- | -------
ACCT202* - Intro. to Managerial Accounting | 3 | ------- | -------
ACCT248 - Legal Environment | 3 | ------- | -------
ECON211 - Principles of Microeconomics | 3 | ------- | -------
ECON212* - Principles of Macroeconomics | 3 | ------- | -------
INFO281* - Intermediate Business Statistics | 3 | ------- | -------
MATH160 - Applied Calculus | 3 | ------- | -------
MATH201 - Calculus I | 4 | ------- | -------
MATH160 - Applied Calculus | 3 | ------- | -------
MATH201 - Calculus I | 4 | ------- | -------
MATH160 - Applied Calculus | 3 | ------- | -------
MATH201 - Calculus I | 4 | ------- | -------

* These courses have prerequisites, some of which are part of the core. Please consult the catalog and/or GullNet for course prerequisites.

Complete 1 of the following (circle course taken):

MATH160 - Applied Calculus | 3 | ------- | -------
MATH201 - Calculus I | 4 | ------- | -------
CMAT100 - Fund. of Communication | 4 | ------- | -------
CMAT260 - Business and Professional Communication | 4 | ------- | -------

(Professional Program requirements are on the back)
ADMISSION REQUIREMENTS FOR THE PROFESSIONAL PROGRAM

- 25 credits completed in the pre-professional area — 12 of which must be MATH 155, MATH 160, ECON 211 or 212, ACCT 201 — and 13 more must be completed from INFO 211, CMAT 260 or 100, ACCT 248, ECON 211 or 212, ACCT 202, and INFO 281

<table>
<thead>
<tr>
<th>Course No. &amp; Title</th>
<th>#Credits</th>
<th>Grade</th>
<th>Term Completed</th>
</tr>
</thead>
<tbody>
<tr>
<td>UPPER DIVISION/PROFESSIONAL CORE (7 courses)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FINA311* - Financial Management</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>INFO326* - Operations Management</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MGMT320/* - Management and Organization Behavior</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>BUAD300 - Personal and Professional Development (coreq. MGMT 320)</td>
<td>1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MKTG330/* - Principles of Marketing Management</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MGMT325 - Business and Society</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MGMT492 - Strategic Management (final semester)</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>* Prerequisites to MGMT 492</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
| ** MGMT320/MKTG330 are prerequisites to all upper division management/marketing coursework.

TRACK REQUIREMENTS (5 courses)

Complete the following:

<table>
<thead>
<tr>
<th>Course No.</th>
<th>Title</th>
<th>#Credits</th>
<th>Grade</th>
<th>Term Completed</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT350</td>
<td>Human Resource Management</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MGMT451</td>
<td>Staffing in Organizations</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MGMT452</td>
<td>Employee-Management Relations</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MGMT453</td>
<td>Compensation</td>
<td>3</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Complete 1 of the following (circle course taken):

- MGMT454 - Negotiation
- MGMT456 - Employee Training and Development

(Students taking both MGMT 454 and MGMT 456 may count the second as a human resources elective.)

HUMAN RESOURCES ELECTIVE (1 course)

Complete 1 from the following (circle course taken):

<table>
<thead>
<tr>
<th>Course No.</th>
<th>Title</th>
<th>#Credits</th>
<th>Grade</th>
<th>Term Completed</th>
</tr>
</thead>
<tbody>
<tr>
<td>CADR401</td>
<td>Dispute Systems Design</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MKTG425</td>
<td>Applied Organizational Science</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MKTG455</td>
<td>Designing High-Performance Work Systems</td>
<td>3</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

(Other human resources elective approved by department chair)

INTERNSHIP REQUIREMENT (1 course) (circle course taken):

<table>
<thead>
<tr>
<th>Course No.</th>
<th>Title</th>
<th>#Credits</th>
<th>Grade</th>
<th>Term Completed</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUAD490</td>
<td>Business Internship</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MGMT490</td>
<td>Management Internship</td>
<td>3</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

WEBSITES OF INTEREST

- ABLE Internship: www.salisbury.edu/perdue/studentservices/able/
- Admission Information: www.salisbury.edu/perdue/studentservices/advising/admissions/
- Advising: www.salisbury.edu/perdue/studentservices/Advising.html
- Campus Resources: www.salisbury.edu/perdue/studentservices/Advising/students/campusresources.html
- Changing/Add a Major: www.salisbury.edu/perdue/studentservices/changemajor.html
- Changing/Add a Minor: www.salisbury.edu/perdue/studentservices/changeminor.html
- Course Registration & Prerequisite Information: www.salisbury.edu/perdue/studentservices/advising/course_registration/
- Tutoring Information: www.salisbury.edu/achievement/tutoring/tutoring.html
- More Questions? E-mail: Studentbusinessleaders @salisbury.edu