

# BELHAVEN UNIVERSITY

## CHECKLIST FOR GRADUATION REQUIREMENTS IN SALES MANAGEMENT

### BACHELOR OF ARTS – FRESHMAN

Minimum of 124 credit hours required for graduation

|                   |           |
|-------------------|-----------|
| General Education | 37 hours  |
| Major             | 57 hours  |
| General Electives | 30 hours  |
| Total:            | 124 hours |

Name: \_\_\_\_\_

ID#: \_\_\_\_\_

#### **Freshman Year (Fall):**

|                                  |           |       |
|----------------------------------|-----------|-------|
| BU 101 Belhaven Basics           | 1         | _____ |
| BIB 220 Exploring the OT         | 3         | _____ |
| ENG 101 Freshman English I       | 3         | _____ |
| MAT 101 College Algebra          | 3         | _____ |
| Science Requirement (Choose one) | 4         | _____ |
| SCI 125 or SCI 126               |           | _____ |
| General Elective                 | 3         | _____ |
| <b>Total</b>                     | <b>17</b> |       |

#### **Sophomore Year (Fall):**

|                                  |           |       |
|----------------------------------|-----------|-------|
| ENG 225 Ancient Literature*      | 3         | _____ |
| HIS 225 Ancient History*         | 3         | _____ |
| HUM 225 Biblical Themes I *      | 1         | _____ |
| BUS 320 Intro to Marketing       | 3         | _____ |
| BUS 326 Principles of Management | 3         | _____ |
| BUS 309 Business Computer Apps   | 3         | _____ |
| <b>Total</b>                     | <b>16</b> |       |

#### **Junior Year (Fall):**

|                                     |           |       |
|-------------------------------------|-----------|-------|
| SMT 305 Professional Selling (RIZE) | 3         | _____ |
| SMT 326 Sales Leadership (RIZE)     | 3         | _____ |
| BUS 406 Finance/Acctg Managers*     | 3         | _____ |
| BUS 414 Business Law I              | 3         | _____ |
| General Elective                    | 3         | _____ |
| <b>Total</b>                        | <b>15</b> |       |

#### **Senior Year (Fall):**

|                                   |           |       |
|-----------------------------------|-----------|-------|
| BUS 412 Organizational Behavior   | 3         | _____ |
| Business Internship (Choose one)* | 3         | _____ |
| BUS 445 Site Observ. or           |           | _____ |
| BUS 450 Bus. Intern.              |           | _____ |
| BUS 420 International Business    | 3         | _____ |
| BUS 418 Business Ethics           | 3         | _____ |
| General Elective                  | 3         | _____ |
| <b>Total</b>                      | <b>15</b> |       |

#### **Freshman Year (Spring):**

|                                 |           |       |
|---------------------------------|-----------|-------|
| BIB 221 Exploring the NT        | 3         | _____ |
| ENG 102 Freshman English II*    | 3         | _____ |
| BUS 304 Business Communications | 3         | _____ |
| General Elective                | 3         | _____ |
| General Elective                | 3         | _____ |
| <b>Total</b>                    | <b>15</b> |       |

#### **Sophomore Year (Spring):**

|   |           |       |
|---|-----------|-------|
| ENG 226 Enlightenment to 21 <sup>st</sup> * | 3         | _____ |
| HIS 226 Enlightenment to 21 <sup>st</sup> * | 3         | _____ |
| HUM 226 Biblical Themes II*                 | 1         | _____ |
| General Elective                            | 3         | _____ |
| BUS 362 Human Resources                     | 3         | _____ |
| General Elective                            | 3         | _____ |
| <b>Total</b>                                | <b>16</b> |       |

#### **Junior Year (Spring):**

|                                  |           |       |
|----------------------------------|-----------|-------|
| SMT 307 Negot Bus & Sales (RIZE) | 3         | _____ |
| ECO 207 Economics                | 3         | _____ |
| BUS 360 Operations Management*   | 3         | _____ |
| General Elective                 | 3         | _____ |
| General Elective                 | 3         | _____ |
| <b>Total</b>                     | <b>15</b> |       |

#### **Senior Year (Spring):**

|                                  |   |       |
|----------------------------------|---|-------|
| SMT 370 Adv Profess Sales (RIZE) | 3 | _____ |
| BUS 395 Mgt Research Methods     | 3 | _____ |
| BUS 419 Business Policy*         | 3 | _____ |
| WVC 401 Kingdom Life             | 3 | _____ |
| General Elective                 | 3 | _____ |

**Total 15**

**\*Course has prerequisites; Please see catalogue for details**

**CHAPEL IS REQUIRED FOR ALL STUDENTS FOR EACH SEMESTER THEY ATTEND BELHAVEN**