

BELHAVEN UNIVERSITY

CHECKLIST FOR GRADUATION REQUIREMENTS IN SALES MANAGEMENT BACHELOR OF ARTS - TRANSFER

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 102 Transfer Success	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	_____
Total	17	

Sophomore Year (Fall):

American/British Lit* (choose one)	3	_____
ENG 201, 202 or		
ENG 205, 206		
HIS 205 Contemp. World History	3	_____
WVC 302 Christian Interpretation	2	_____
BUS 320 Intro to Marketing	3	_____
BUS 326 Principles of Management	3	_____
BUS 120 Intro to Spreadsheets	3	_____
Total	17	

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	_____
Total	15	

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	_____
Total	15	

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	_____
Total	15	

Sophomore Year (Spring):

ENG 203/204 World Lit.*	3	_____
HIS 107/108 Civilization	3	_____

BUS 362 Human Resources	3	_____
General Elective	3	_____
General Elective	3	_____
Total	15	

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	_____
Total	15	

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 36

*Course has prerequisites; Please see catalogue for details

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