

Students are ultimately responsible for ensuring all degree requirements are met.

- Refer to the **Undergraduate Catalog** for course descriptions and details regarding all requirements, including alternate MATH and ECON selections. (catalog.uconn.edu)
- Refer to the **School of Business website** for recommendations, FAQs, and other helpful information. (undergrad.business.uconn.edu/academics/gen-eds)
- All students should regularly run their **Academic Requirements Report in StudentAdmin** to monitor progress towards degree requirements. Graduating students are encouraged to submit their **final plan of study through StudentAdmin** once they have completed registration for their final term, or at the latest, within the first two weeks of their final term, to allow for time to make adjustments to their schedules if necessary. (kb.uconn.edu/space/SAS)

SAMPLE SEQUENCE FOR FIRST TWO YEARS

This includes some space for 3000-level Business courses that are open to Business students with sophomore standing (see page 2). Note that these courses are not necessarily required to be taken in the sophomore year to stay on track. Some 3000-level Business courses have multiple criticals as prerequisites, so if a student plans to take them in sophomore year, it will likely require an adjustment to the critical sequencing. Decisions to include these courses in a student's sophomore year should be made in consultation with an Academic Advisor.

First Semester

A "Q" Critical (MATH or STAT)
Another Critical (ENGL/ECON)
Gen Ed
Language/Elective
UNIV 1800/1810/1784 (1 credit)

Second Semester

A "Q" Critical (MATH or STAT)
Another Critical (ENGL/ECON)
Gen Ed
Gen Ed
Language/Elective

Third Semester

ACCT/BUSN 3005* (1 credit)
MATH or STAT or ACCT 2001
Remaining Critical
Gen Ed(s)
Language/Elective/Business

Fourth Semester

BUSN 3005* (if not already done; 1 credit)
ACCT 2001 or other Business
Remaining Critical or Gen Ed
Gen Ed(s)
Language/Elective/Business

*Students who place into ENGL 1003/1004 as a prerequisite for ENGL 1007/1010/1011 (based on UConn's Guided Placement Survey results, or standardized test scores: placement.uconn.edu/english-placement) can use the ENGL 1003/1004 credits towards elective credits, and work their way towards completing ENGL 1007/1010/1011.

*ACCT 3005 is only offered in Fall terms and required for all Accounting majors. BUSN 3005 is generally offered Fall and Spring terms and required for all non-Accounting majors.

Required Elective Courses: A degree in business requires a minimum of 120 credits, including electives. At least 60 of the 120 credits must be from non-business subjects, see "elective requirement" box below for guidance. Electives should be distributed throughout all terms.

Scholastic Standing Requirement: All students in the School of Business are held to Scholastic Standing Requirements as written in the Undergraduate Catalog, which outlines cumulative, term, and Business GPA requirements and requires all critical courses to be complete by the end of the student's fourth term. (catalog.uconn.edu/school-of-business)

YOUR PLAN FOR FIRST TWO YEARS, INCLUDING ALL CRITICALS, MOST GEN-EDS, & SOME ELECTIVES

First Semester

Second Semester

Third Semester

Fourth Semester

_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Business Critical Required Courses

Complete all in your first four terms

- _____ ACCT 2001
- _____ ECON 1201
- _____ ECON 1202
- _____ ENGL 1007, 1010, or 1011
- _____ MATH 1070Q
- _____ MATH 1071Q or 1131Q
- _____ STAT 1000Q, 1100Q, or 91100

Use the boxes below, and the Academic Requirements Report in StudentAdmin, to confirm all University requirements are met.

CONTENT AREA PLANNING GRID (from 7 depts)		
CA1 <small>from two different depts</small>	PHIL:	BUSN Arts/Hum:
CA2 <small>from two different depts</small>	ECON 1201/2 or Choose CA2:	Choose CA2:
CA3 <small>from two different depts</small>	PSYC 1100	Lab Science:
CA4 <small>one can overlap with other CAs</small>	BUSN Int'l:	BUSN Div./Int'l:

ELECTIVE REQUIREMENT: elective credits (courses not listed on this plan of study) are required to meet the minimum **60 non-Business credits** and the minimum **120 credits total**.
Business credits come from department codes: ACCT, BADM, BUSN, BLAW, FNCE, HCMI, MEM, MENT/MGMT, MKTG, and OPIM

NOTE ADDITIONAL NON-BUSINESS CREDITS REQUIRED:
Credits on this page, with the exception of ACCT 2001, count as non-Business credit. credits

NOTE ADDITIONAL CREDITS (Business or non-Business credits) REQUIRED:
Combine page 1 and page 2 to determine additional credits needed to get to 120 total. credits

The typical Business student needs approximately 30 elective credits, but this amount can vary depending on multiple factors.

Business Second Language Requirement

Complete by graduation, begin as early as possible if not completed in high school

- _____ third year level course in high school **OR**
- _____ completed through Intermediate Level II in a single foreign language

Business and University General Education Required Courses

Complete at least one course from each category by graduation

Business Arts and Humanities

- _____ HIST 1201, 1400, 1501/W, 1502/W, 1600/W (LLAS 1190/W), 1800, 3705; or ECON 2102/W

Business Philosophy

- _____ PHIL 1101, 1102, 1103, 1104, 1105, 1106, 1107, or 1175

Business Communication

- _____ COMM 1000^{CA2} or 1100

Business Psychology

- _____ PSYC 1100

Business International

- _____ ANTH 1000/W^{CA2}; ANTH/HRTS 3153W; CLCS 2201; GEOG 1700^{CA2}, 2000^{CA2}; HRTS 1007^{CA2}; NRE 2600E; PHIL 1106; POLS 1202^{CA2}, 1207^{CA2}; or WGSS 2124^{CA2}

Business Diversity

- _____ Additional from international list above or AFRA/ANTH 3152^{CA2}; AFRA/POLS 3642; AMST 1201/ENGL 1201/HIST 1503; INTD 2245; PHIL 1107; or SOCI 1501/W^{CA2}

University General Education Required Courses

Complete at least one course from each category by graduation

Environmental Literacy

- _____ One "E" environmental literacy course, noted with an "E" at the end of the number

Laboratory Science – Content Area 3-LAB

- _____ One lab course from the list in the catalog: catalog.uconn.edu/general-education

Writing Competency

- _____ One "W" writing-intensive course, in addition to ENGL and "W" course in the major (page 2)

Social Science – Content Area 2

- _____ Use Planning Grid to confirm CA2 requirement is met (courses with ^{CA2} note a CA2 gen-ed)

MARKETING MANAGEMENT

CATALOG YEAR: 2023-2024

PLAN OF STUDY

Please consult with Academic Advisors as not all business classes are offered each academic semester.

Offered at Hartford and Stamford Campuses

SAMPLE SEQUENCE FOR LAST TWO YEARS WITH REQUIRED BUSINESS COURSES ONLY

Fifth Semester

ACCT 2101
 MKTG 3101
 BUSN 3005 (if not already done; 1 credit)
 *Business Core

Sixth Semester

MKTG 3208
 MKTG 3260
 *Business Core
 *Business Core

Seventh Semester

MKTG 3000/4000-level
 BUSN 3003W
 *Business Core
 *Business Core

Eighth Semester

MKTG 3000/4000-level
 MKTG 3000/4000-level
 MENT 4902

*Business Core can be taken in any order and are indicated with an asterisk in the list below.

BUSN 3005 and 3003W: Take as early as possible, preferably in sophomore or junior year.

Limit on MKTG credits: No Marketing Management major may count more than 22 Marketing credits beyond MKTG 3101 toward those credits presented for degree requirements.

Courses open to Sophomores: Many 3000-level courses may be taken prior to the fifth semester if open and available. Confirm pre-requisites for each course in the [catalog](#).

Residence Requirement: MKTG 3208, 3260, and one of the three additional MKTG courses must be taken in residence at the University of Connecticut. At least 50% of the business credit hours required for the business degree must be earned while a student at the University of Connecticut. At least 24 credits in 3000/4000 level courses including MENT 4902 and BUSN 3003W must be earned at the University of Connecticut, including no more than three independent study credits and three field study internship credits. Education Abroad courses may not be used to meet this requirement.

Students in UConn Honors Program: Must take BUSN 4897W, or MKTG 4996 and MKTG 4997W in Senior Year.

GPA Rule for Graduation: A minimum cumulative 2.0 GPA in all major courses, all Business courses, and all graded courses is required for graduation. See catalog for details.

YOUR PLAN WITH REQUIRED BUSINESS, REMAINING GEN-EDS, & REMAINING ELECTIVES

IMPORTANT: Consult with an Academic Advisor at your campus to determine course availability by campus at least two semesters ahead for proper planning

Fifth Semester

Sixth Semester

Seventh Semester

Eighth Semester

Business Core and Capstone – 31 credits

page 1	Dept.	No.	Course Title	Credits	Dept.	No.	Course Title	Credits
	ACCT	2001	Principles of Financial Accounting	3	*MENT	3101	Managerial and Interpersonal Behavior	3
	ACCT	2101	Principles of Managerial Accounting	3	MENT	4902 ^R	Strategic Analysis (Seniors only)	3
	*BLAW	3175	Legal and Ethical Env. of Business	3	MKTG	3101	Introduction to Marketing Management	3
	BUSN	3003W ^R	Business Communications	3	*OPIM	3103	Business Information Systems	3
	BUSN	3005	Career Development in Business	1	*OPIM	3104	Operations Management	3
	*FNCE	3101	Financial Management	3				

Major Required Courses – 15 credits

Check with department for updated Fall/Spring Only offerings.

Dept.	No.	Course Title	Credits
MKTG	3208 ^R	Consumer Behavior	3
MKTG	3260 ^R	Marketing Research	3
MKTG	_____ ^R	Any 3000/4000-level MKTG (or concentration) course	3
MKTG	_____	Any 3000/4000-level MKTG (or concentration) course	3
MKTG	_____	Any 3000/4000-level MKTG (or concentration) course	3

Total Required Business Credits 46

Internships in Marketing

The Marketing Department offers a for-credit internship course (Internship in Marketing, MKTG 4881) for Marketing Management majors. Internships are designed to provide students with professional experience in the world of marketing, build valuable professional relationships, and open the door for future employment opportunities. Internship courses are offered during summer session, fall semester, and winter intersession, with field work usually completed in the summer before senior year or the winter before the student's last semester. For more information, visit the Marketing Department website.

Optional Concentration

Declare at undergrad.business.uconn.edu/forms

Digital Marketing and Analytics Concentration

A grade of C or better in each of the following:

- MKTG 3661
- MKTG 3665
- One 3 credit 3000/4000 level MKTG course