

# Marketing, BSBA

## SALES MANAGEMENT SPECIALIZATION



### PSC Course



### Equivalent UWF Course

Course #	Course Title	CC	Course #	Course Title	CC
<b>Communications General Education</b>					
ENC1101	English Composition I	3	ENC1101	English Composition I	3
ENC1102	English Composition II	3	ENC1102	English Composition II	3
<b>Humanities General Education</b>					
	Humanities General Education Core Course	3		Humanities General Education Course (Group A)	3
	Humanities General Education Core or Elective	3		Humanities General Education Course (Group A or B)	3
<b>Mathematics General Education</b>					
MAC2233	Calculus with Business Applications	3	MAC2233	Calculus with Business Applications	3
STA2023	Elementary Statistics	3	STA2023	Elements of Statistics	3
<b>Natural Sciences General Education*</b>					
	Natural Science General Education Core Course	3		Natural Science General Education Course (Group A)	3
	Natural Science General Education Core or Elective	3		Natural Science General Education Course (Group A or B)	3
<b>Social Sciences General Education</b>					
ECO2013	Macroeconomics	3	ECO2013	Principles of Economics Macro	3
	Social Science General Education Course**	3		Social Science General Education Course (Group A or B)	3
<b>General Education Electives</b>					
SPC1608	Public Speaking	3	SPC2608	Public Speaking	3
	Foreign Language II or General Education Elective	3		Foreign Language II or General Education Elective	3
<b>Electives</b>					
ECO2023	Microeconomics	3	ECO2023	Principles of Economics Micro	3
CGS1570	Computer Concepts and Applications	3	CGS2570	Personal Computer Applications	3
ACG2021	Financial Accounting Principles	3	ACG2021	Principles of Financial Accounting	3
ACG2071	Intro to Managerial Accounting	3	ACG2071	Principles of Managerial Accounting	3
	Foreign Language I or Elective	3		Foreign Language I or Lower Division Elective	3
	Electives	9		Lower Division Electives	9
<b>Total College Credit Hours</b>		<b>60</b>	<b>Total College Credit Hours</b>		<b>60</b>

\* If Biological Science is Core, then Physical Science must be Elective or Core. If Physical Science is Core, then Biological Science must be Elective or Core.

\*\* AMH2020 or POS2041 is required if the Civic Literacy Competency is not met.

Note: In addition to the University's general requirements, students seeking a Lewis Bear Jr. College of Business degree must meet additional requirements. Please refer to the [course catalog](#).