

# BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION: CONCENTRATION IN MARKETING - QUANTITATIVE REASONING CATEGORY III/IV AND ENG 114

120 Total Units Required  
Minimum Number of Units in the Major: 60

This roadmap is a suggested plan of study and does not replace meeting with an advisor. Please note that students may need to adjust the actual sequence of courses based on course availability. Please consult an advisor in your major program for further guidance.

Course	Title	Units
<b>First Semester</b>		
ENG 114	Writing the First Year: Finding Your Voice (A2) <sup>1</sup>	3
MATH 107	Mathematics for Business Calculus I <sup>2</sup>	3
GE Area A <sup>3</sup>		3
GE Area B: Life Science (B2) and Laboratory Science (B3) <sup>4</sup>		3-4
GE Area C		3
Units		15-16
<b>Second Semester</b>		
ECON 101	Introduction to Microeconomic Analysis (Major Prerequisite, D1)	3
MATH 108	Mathematics for Business Calculus II (B4) <sup>2</sup>	3
GE Area A		3
GE Area C		3
GE Area E		3
Units		15
<b>Third Semester</b>		
ACCT 100	Introduction to Financial Accounting (Major Core)	3
ECON 102	Introduction to Macroeconomic Analysis (Major Core, D1)	3
ISYS 263	Introduction to Information Systems (Major Prerequisite)	3
GE Area B: Physical Science (B1) and Laboratory Science (B3) <sup>4</sup>		3-4
GE Area D		3
Units		15-16

<b>Fourth Semester</b>		
ACCT 101	Introduction to Managerial Accounting (Major Core)	3
Select One (Major Core):		3
DS 212	Business Statistics I	
MATH 124	Elementary Statistics (B4) <sup>2</sup>	
ISED 160	Data Analysis in Education (B4) <sup>2</sup>	
GE Area C		3
GE Area D		3
SF State Studies or University Elective		3
Units		15

<b>Fifth Semester</b>		
BUS 300GW	Business Communication for Professionals - GVAR (Major Core)	3
FIN 350	Business Finance (Major Core)	3
MKTG 431	Principles of Marketing (Major Core)	3
GE Area UD-B: Upper-Division Physical and/or Life Sciences (Consider SF State Studies Course)		3
GE Area UD-C: Upper-Division Arts and/or Humanities (Consider SF State Studies Course)		3
Units		15

<b>Sixth Semester</b>		
IBUS 330	International Business and Multicultural Relations (Major Core, UD-D, GP)	3
MGMT 405	Introduction to Management and Organizational Behavior (Major Core)	3
MKTG 632	Marketing Research (Major Concentration)	3
MKTG 633	Consumer Behavior (Major Concentration)	3
Select One (Major Core):		3
ACCT 307	Accounting Information Systems	
ISYS 363	Information Systems for Management	
Units		15

**Seventh Semester**

BUS 682	Seminar on Business and Society (Major Core)	3
DS 412	Operations Management (Major Core)	3
MKTG 649	Marketing Management (Major Core)	3
Major Elective (12 Units Total) - Take Two <sup>5</sup>		6
Units		15

**Eighth Semester**

BUS 690	Seminar in Business Policy and Strategic Management (Major Core)	3
Major Elective (12 Units Total) - Take Two <sup>5</sup>		6
SF State Studies or University Elective - Take Two		6
Units		15
Total Units		120-122

<sup>5</sup> **Electives (12 units)**

- MKTG 432 Public Relations (3 units)
- MKTG 433 Personal Selling (3 units)
- MKTG 434 Advertising Theory and Practice (3 units)
- MKTG 436 Retail Management (3 units)
- MKTG 440 Advertising Creativity and Production (3 units)
- MKTG 441 Business to Business Marketing (3 units)
- MKTG 443 Sales Promotion and Publicity (3 units)
- MKTG 469 Digital Marketing (3 units)
- MKTG 567 Internship in Marketing (3 units)
- MKTG 637 Sales Management (3 units)
- MKTG 644 Services Marketing (3 units)
- MKTG 647 Organizational Reputation Management and Communication (3 units)
- MKTG 660 Marketing Analytics (3 units)
- MKTG 675 Brand Management (3 units)
- MKTG 680 International Marketing Management (3 units)
- MKTG 688 New Product Management Seminar (3 units)
- MKTG 689 New Product Marketing and Launch (3 units)

<sup>1</sup> ENG 114 can only be taken if you complete Directed Self-Placement (DSP) and select ENG 114; if you choose ENG 104/ENG 105 through DSP you will satisfy A2 upon successful completion of ENG 105 in the second semester; multilingual students may be advised into alternative English courses.

<sup>2</sup> Depending on courses completed through Early Start, students in Pathway/Category III or IV may be required to enroll in a support course to complement their Quantitative Reasoning/B4 requirement. There are multiple course options for this pathway. Before enrolling in a B4 course, students should verify their MATH Pathway/Category in their Student Center (<http://cms.sfsu.edu/content/student-center/>). Information regarding the courses that correspond with your MATH Pathway/Category can be found on the Developmental Studies Office Website (<http://developmentalstudies.sfsu.edu/>). MATH 107 and MATH 108 satisfy all requirements met by DS 110 and MATH 110.

<sup>3</sup> To avoid taking additional units, it is recommended that you meet **SF State Studies** requirements (AERM, GP, ES, SJ) within your GE.

<sup>4</sup> Consider taking a class combined with a laboratory or a separate lab to fulfill B3 if not already satisfied.