NORTHWOOD UNIVERSITY

BACHELOR OF BUSINESS ADMINISTRATION DEGREE

Student Name:

Student ID#:

Date:

Starting Year:	2026 Starting Freshman
Major(s):	Sales Management & Professional Selling
Minor	

		Take in	Completed	Remaining
FALL - FRESHMAN				
MKT 1000	Introduction to Sales			3
ENG 1150	Composition I			3
LDR 1110	The NU Experience			1
MGT 2300	Principles of Management			3
MKT 2080	Principles of Marketing			3
PHL 1100	Philosophy of American Life & Business			3
SPRING				
MKT 2150	Professional Selling *(MKT 2080)*			3
ECN 2210	Principles of Microeconomics			3
ENG 1200	Composition II *(ENG 1150)*			3
LDR 1300	Professional Branding & Planning			1
MIS 1500	Business Productivity Software			3
MTH 1100 MTH 1150	Finite Math ***OR*** College Algebra			3
FALL - SOPHOMORE				
MKT 2220	Sales & Technology			3
ACC 2410	Fundamentals of Financial Accounting			3
CHOICE				3
ECN 2220	Principles of Macroeconomics			3
LDR 2250	Emerging Leaders			1
HIS 2100	Foundations of the Modern World I			3
SPRING				
MKT 2400	Public Relations *(MKT 2080)*			3
ACC 2415	Fundamentals of Managerial Accounting *(ACC 2410)*			3
CHOICE				3
NSC 2100	Environmental Science			3
PSC 2010	Introduction to American Government			3
	LOWER LEVEL HOURS COMPLETED		**0**	
	LOWER LEVEL HOURS REMAINING			**63**
	TOTAL HOURS COMPLETED			**0**

Notes:

		Take in	Completed	Remaining
FALL - JUNIOR				
MKT 3133	Retail Management *(MGT 2300, MKT 2080 ACC 2415)*			3
CHOICE				3
3000/4000	*CHOICE (SEE *SIE BELOW)*			3
MTH 2310	Statistics I *(MIS 1500, MTH 1100/1150)*			3
SPC 2050	Speech Communications			3
SPRING				
MKT 3250	Advanced Selling & Sales Management *(MKT 2150)*			3
3000/4000	*CHOICE (SEE *SIE BELOW)*			3
3000/4000	*CHOICE (SEE *SIE BELOW)*			3
LAW 3000	Business Law I			3
PHL 3100	Ethics (60 crs. completed)			3
FALL - SENIOR				
MKT 4350	Sales Negotiations *(MKT 3250)*			3
3000/4000	PSY/SOC/HUM *(SEE *SIE BELOW)*			3
3000/4000	*CHOICE (SEE *SIE BELOW)*			3
FIN 3010	Financial Management *(ACC 2415)*			3
MGT 4250	Organizational Behavior *(MGT 2300) (SEE* ***SIE** BELOW)*			3
SPRING				
MKT 4600	Sales Operations Excellence *(MKT 4350)*			3
3000/4000	*CHOICE (SEE *SIE BELOW)*			3
ECN 4010	Economics of Public Policy *(60 crs., ECN 2210)*			3
MGT 4800	Strategic Planning *(90crs., MGT 2300, FIN 3010/3210)*			3
CHOICE	Optional			
	UPPER LEVEL HOURS COMPLETED		**0**	
	UPPER LEVEL HOURS REMAINING			**57**
	TOTAL HOURS REMAINING			**120**

Taking Courses off-sequence will delay timely degree completion. It is the student's responsibility to consult with an Academic Advisor to ensure timely degree completion.

** Students who are required to complete internships will complete after their Junior year with Department Chair approval.

A minor consists of 18 credits (6 courses) in a defined discipline. Three of these courses (9 credits) must be at the 3000/4000 level and 6 credits must be taken at Northwood University. Some minors require specific coursework. Contact your Academic Advisor for programs that require specific coursework.

***SIE** (Semester in Europe) Course Substitutions: Courses that are taken by students who participate in the Semester in Europe program. Students interested in this program should not take these courses prior to SIE. They will take these courses during Semester in Europe. See an Academic Advisor if you have questions.

Northwood University is devoted to continuous improvement of all programs and reserves the right to revise all curriculum guides or academic programs. These enhancements could cause changes in your program of study. This curriculum guide reflects what is correct at the time of publication.

8/24/2026