



STUDENT NAME \_\_\_\_\_ DATE \_\_\_\_\_

**Business Management: Retail Management Track A.A.S. at Harford to B.S. IN MARKETING AT UMUC**

This worksheet is designed to help you plan and track your progress toward your degrees. For full course descriptions, please refer to the current undergraduate *Catalog*.

**Courses taken at Harford Community College**

*Changes in recommended courses may affect other elements of the degree plan. Lower level equivalents of UMUC upper level courses fulfill content requirements but not upper-level minimum credit requirements*

UMUC  
Equivalent  
Course

<b>GENERAL EDUCATION REQUIREMENTS (GER) (25 credits)</b>		
Speech/writing GER	CMST 101, 105, or 106 (3)	
First social and behavioral sciences GER	ECON 102 Microeconomic (3) <i>Related requirement for major</i>	ECON 203
WRTG 101 Writing GER	ENG 101 English Composition (3)	WRTG 101
Biological and physical science with lab GER	Bio./Phys. Lab Science elective (4)	
Mathematics GER	MATH 101 or MATH 111 (3) <i>Recommended math GER</i>	
Second social and behavioral sciences GER	PSY 105 Human Relations (3)	
First arts and humanities GER	PHIL 221 Business Ethics (3) <i>Arts and humanities GER</i>	
Second arts and humanities GER	ART 101, ART 102, HIST 101, HIST 102, HIST 103, HIST 104, HIST 202, HIST 207, HIST 208, or HIST 211 (3) <i>Recommended General Education elective to meet UMUC historic requirement and meet Harford diversity requirement</i>	
<b>INTERDISCIPLINARY AND EMERGING ISSUES GERs (5 credits)</b>		
BA 210 Business Computer Applications (3) <i>First computing GER at UMUC</i>		IFSM 201
Physical Education Fitness elective (1) and Physical Education elective (1)		
<b>BUSINESS MANAGEMENT RELATED COURSES (34 credits)</b>		
BA 101 Introduction to Business (3)		BMGT 110
BA 212 Internet Research (1)		
ACCT 101 Accounting Principles I (3)		ACCT 220
◆ BA 109 Principles of Management (3) <i>Required for major</i>		◆ BMGT 364
ENG 216 Business Communications (3)		
◆ BA 106 Principles of Retailing (3) <i>Supplemental course for major</i>		◆ MRKT 353
◆ BA 203 Principles of Marketing (3) <i>Required for major</i>		◆ MRKT 310
BA 225 Project Management (3)		BMGT 487
BA 104 Advertising and Sales Promotion (3) <i>BA 104 + BA 105 = MRKT 354</i>		◆ MRKT 354
◆ BA 105 Professional Selling (3) <i>BA 104 + BA 105 = MRKT 354. Supplemental course for major</i>		
BA 273 Cooperative Education (3)		
◆ ACCT 102 Accounting Principles II (3) <i>Recommended career-based elective. Required for major</i>		◆ ACCT 221
<b>Credits transferred: 64 credits</b>		

**SEQUENCE at UMUC**

*Courses are listed in the order in which students should take them.  
Changes in courses and order may affect other elements of the degree plan.*

**NOTES**

<b>ADDITIONAL REQUIRED GENERAL EDUCATION COURSES FOR DEGREE (6 credits)</b>		
Biological and physical sciences GER	BIOL 101 or ASTR 100 (3) <i>Or other 3-credit biological/physical science GER course</i>	
English Writing GER	WRTG 390 (3) <i>Or other upper-level writing GER course</i>	UL
<b>EMERGING ISSUES (4 credits)</b> If requirement is completed in degree at community college, these credits may be used for electives		
LIBS 150 (1) <i>Required GER course</i>		
IFSM 300 (3) <i>Or ACCT 326 for second computing GER (but note prerequisite of ACCT 221)</i>		UL
<b>ADDITIONAL REQUIRED COURSES FOR MAJOR AND DEGREE (24 credits)</b>		
ECON 201 (3) <i>Related requirement for major</i>		
◆ STAT 230 (3) <i>Or STAT 200. Required for major</i>		
WRTG 394 or WRTG 394X (3) <i>Or other upper-level intensive writing GER course</i>		UL
◆ BMGT 380 (3) <i>Required for major</i>		UL
◆ MRKT 410 (3) <i>Required for major</i>		UL
◆ MRKT 454 (3) <i>Or other supplemental course for major (any MRKT)</i>		UL
◆ MRKT 412 (3) <i>Required for major</i>		UL
◆ BMGT 496 (3) <i>Required for major</i>		UL
<b>CAPSTONE COURSE FOR MAJOR (3 credits)</b> <i>To be taken after all other courses for the major</i>		
◆ MRKT 495 (3) <i>Required for major</i>		UL
<b>MINOR OR ELECTIVES (15 credits, at least 9 credits upper level for minor)</b>		
See requirements of individual minor. Note minimum requirements for upper-level coursework.		UL
		UL
		UL
		UL
		UL
<b>ADDITIONAL ELECTIVES (4 credits)</b>		
Choose any courses to meet 120 credits for degree.		UL
<b>TOTAL: 120 CREDITS</b>		
<b>CHECKLIST FOR FULFILLMENT OF DEGREE REQUIREMENTS</b> See catalog for overview of all requirements.		
<input type="checkbox"/> 30 credits at UMUC, including at least half of the major and minor and 15 upper level credits. <input type="checkbox"/> 45 upper-level credits, including half the credit for the major and the minor. <input type="checkbox"/> All required courses <u>and</u> minimum number of credits for major and minor. <input type="checkbox"/> Prerequisites for major and minor courses, if needed.		<input type="checkbox"/> All General Education Requirements. <input type="checkbox"/> Grade of C or better in all courses for the major and minor. <input type="checkbox"/> Overall GPA of at least 2.0. <input type="checkbox"/> At least half the credit for the major earned through graded coursework. <input type="checkbox"/> Total 120 credits.
<b>NOTES:</b>		