

PROGRAM OVERVIEW

Marketing involves directing the activities of an organization towards the satisfaction of customer wants and needs. There are a wide variety of career opportunities in this field such as personal selling and sales management, advertising and sales promotion, public relations, marketing research, physical distribution, product management, market management, marketing information systems, and retail management.

ACADEMIC ADVISING

It is recommended that students meet with an advisor regarding their individualized degree plan at least once per year.

Business School Advising

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<https://business.ucdenver.edu/current-students/undergraduate-advising>

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GENERAL GRADUATION REQUIREMENTS & POLICIES

All CU Denver Business students are required to complete the following minimum general graduation requirements:

1. Complete a minimum of 120 applicable course hours
2. Achieve a minimum 2.0 CU cumulative grade point average (GPA) and business GPA
3. Complete a minimum of 45 upper division (3000/4000 level) credits
4. Residency: complete a minimum of 30 CU Denver business course hours in good standing

COURSE SCHEDULE & DELIVERY MODES

CU Denver offers courses in both in person (IP) and online (OL) delivery modes. Students may complete this degree entirely online OR entirely in person. Students that need to take classes either online or in person will need to pay attention to when courses are offered in the format you need. Below are the required classes for this major and when they are generally offered in person and online. Students will need to choose core classes and electives that meet their individual needs:

	When	Fall	Spring	Summer
Core Classes				
ENGL 1020	Semester 1	IP & OL	IP & OL	IP & OL
ENGL 2030	Semester 2	IP & OL	IP & OL	IP & OL
MATH 1060 Finite Math	Semester 1	IP & OL	IP & OL	OL
Social Sciences: ECON 2012	Semester 3	IP & OL	IP & OL	IP & OL
Graduation Requirements for Business				
UNIV 1110 College Success	Semester 1	IP & OL	IP & OL	
COMM 2050 Business and Professional Speaking	Semester 2	IP & OL	IP & OL	OL
ECON 2022 Principles of Economics: Microeconomics	Semester 4	IP & OL	IP & OL	IP & OL
ENGL 3170 Business Writing	Semester 4	IP & OL	IP & OL	OL
Business Core:				
BUSN 2110+BUSN 3110	Semesters 2 & 3	IP & OL	IP & OL	-
ISMG 2050 Introduction to Business Problem Solving	Semester 2	IP & OL	IP & OL	OL
BANA 2010 Business Statistics	Semester 3	IP & OL	IP & OL	IP & OL
ACCT 2200 Financial Accounting & Financial Stmt Analysis	Semester 3	IP & OL	IP & OL	Either IP or OL
ACCT 2220 Managerial Accounting and Professional Issues	Semester 4	IP & OL	IP & OL	OL
BLAW 3050 Business Law and Ethics	Semester 6	IP & OL	IP & OL	OL
BANA 3000 Operations Management	Semester 7	IP & OL	IP & OL	IP & OL
FNCE 3000 Principles of Finance	Semester 6	IP & OL	IP & OL	OL
ISMG 3000 Technology in Business	Semester 6	IP & OL	IP & OL	OL
MGMT 3000 Managing Individuals and Teams	Semester 5	IP & OL	IP & OL	OL
MKTG 3000 Principles of Marketing	Semester 5	IP & OL	IP & OL	OL
MGMT 4500 Business Policy and Strategic Management	Semester 8	IP & OL	IP & OL	OL (May)
Marketing Required Classes				
MKTG 3100 Marketing Research	Semester 6	HY & OL	IP	
MKTG 4050 Applied Marketing Management	Semester 7	IP & OL	OL	
MKTG electives	Semester 6-8	IP & OL	IP & OL	OL

SAMPLE ACADEMIC PLAN OF STUDY

The following academic plan is a *sample* pathway to completing degree requirements. This schedule can be adjusted to accommodate AP, IB, and/or CLEP credits, as well as courses taken during the summer sessions. Students should tailor this plan based on transfer credit, course availability, and individual preferences related to course load, schedules, and add-on programs such as minors or double-majors. Students must complete an experiential learning credit (internship, study abroad program, or project-based course) and a capstone course taken in their final semester. **This plan assumes that the foreign language graduation requirement has been completed with high school courses or proficiency exam.**

Year One	Semester 1		CRS
	ENGL 1020 Core Composition I	3	
	MATH 1060 Finite Math	3	
	Arts, Humanities, OR Behavioral Science	3	
	Arts, Humanities, OR Behavioral Science	3	
	UNIV 1110 College Success	1	
	TOTAL SEMESTER HOURS	13	

Semester 2		CRS
ISMG 2050 Intro to Business Problem Solving	3	
ENGL 2030 Core Composition II	3	
COMM 2050 Business and Professional Speaking	3	
Natural and Physical Sciences	3	
Arts, Humanities, OR Behavioral Science	3	
BUSN 2110 Cultivating Emotional Intelligence	1	
TOTAL SEMESTER HOURS	16	

Year Two	Semester 3		CRS
	ACCT 2200 Financial Accounting and Financial Statement	3	
	BANA 2010 Business Statistics	3	
	Social Sciences: ECON 2012 Macroeconomics	3	
	ENGL 3170 Business Writing	3	
	General Elective (or Regional Expertise/ Foreign Lang)	3	
	BUSN 3110 Career & Professional Development	1	
TOTAL SEMESTER HOURS	16		

Semester 4		CRS
ACCT 2220 Managerial Accounting and Professional Issues	3	
ECON 2022 Principles of Economics: Microeconomics	3	
Natural and Physical Sciences with a Lab	4	
General Elective (or Regional Expertise/ Foreign Lang)	3	
General Elective (or Regional Expertise)	3	
TOTAL SEMESTER HOURS	16	

Year Three	Semester 5		CRS
	MGMT 3000 Managing Individuals and Teams	3	
	MKTG 3000 Principles of Marketing	3	
	BANA 3000 Operations Management	3	
	International Perspectives	3	
	General Elective	2	
TOTAL SEMESTER HOURS	14		

Semester 6		CRS
MKTG 3100 Marketing Research	3	
MKTG Elective	3	
BLAW 3050 Business Law and Ethics	3	
FNCE 3000 Principles of Finance	3	
ISMG 3000 Technology in Business	3	
TOTAL SEMESTER HOURS	15	

Year Four	Semester 7		CRS
	Experiential Learning	3	
	MKTG 4050 Applied Marketing Management	3	
	MKTG Elective	3	
	MKTG Elective	3	
	International Studies	3	
TOTAL SEMESTER HOURS	15		

Semester 8		CRS
MKTG Elective	3	
MKTG Elective	3	
MKTG Elective	3	
MGMT 4500 Business Policy and Strategic Management	3	
Cultural Diversity	3	
TOTAL SEMESTER HOURS	15	

STUDENTS WANTING TO APPLY FOR THE **MARKETING 4+1 PROGRAM** (BSBA & MS IN 5 YEARS) SHOULD COMPLETE MKTG 3000 AND 2 OTHER MKTG COURSES BY THE END OF THEIR 6TH SEMESTER OR JUNIOR YEAR, PRIOR TO APPLICATION. UPON MKTG 4+1 ACCEPTANCE, STUDENT WILL SUBSTITUTE TWO GRADUATE LEVEL COURSES FOR TWO UNDERGRADUATE COURSES IN THEIR UNDERGRADUATE DEGREE PLAN. PLEASE SEE ADVISOR FOR MORE INFORMATION.

DEGREE REQUIREMENTS

Courses	Credits	Prerequisites/Notes	Term	Hours	Grade
*Students are responsible for consulting advisors for current prerequisite and scheduling information as they change regularly					
Required CU Denver Core Curriculum Coursework	34				
ENGL 1020	3				
ENGL 2030	3	ENGL 2030			
MATH 1060 Finite Math	3				
Arts	3				
Humanities	3				
Behavioral Sciences	3				
Social Sciences: ECON 2012	3				
Natural and Physical Sciences with lab	4				
Natural and Physical science	3				
Cultural Diversity (BUSN/MGMT 4100 recommended)	3				
International Perspectives (INTB 3000/4200 recommended)	3				
Graduation Requirements for Business	13				
UNIV 1110 College Success	1	Only required for entering first term freshmen			
COMM 2050 Business and Professional Speaking	3				
ECON 2022 Principles of Economics: Microeconomics	3				
ENGL 3170 Business Writing	3	Sophomore standing			
Experiential Learning	3	Options: internship, business study abroad, or MGMT 4120, 4825, 4900, or ENTP 3900			
Business Core	35				
BUSN 2110+BUSN 3110	3	1 credit each			
ISMG 2050 Introduction to Business Problem Solving	3				
BANA 2010 Business Statistics	3	MATH 1060, Sophomore standing			
ACCT 2200 Financial Acct and Statement Analysis	3	MATH 1060, Sophomore standing			
ACCT 2220 Managerial Acct and Professional Issues	3	MATH 1060, ACCT 2200, Sophomore standing			
BLAW 3050 Business Law and Ethics	3	Junior Standing			
BANA 3000 Operations Management	3	MATH 1060, ACCT 2200, BANA 2010, junior standing			
FNCE 3000 Principles of Finance	3	MATH 1060, ACCT 2200, BANA 2010, ECON 2012, ECON 2022, junior standing			
ISMG 3000 Technology in Business	3	Junior standing			
MGMT 3000 Managing Individuals and Teams	3	Junior Standing			
MKTG 3000 Principles of Marketing	3	Junior Standing, Coreq COMM 2050			
MGMT 4500 Business Policy and Strategic Management	3	All Business Core with C or C- or better – see catalog			
International Studies	3				
ACCT 4370, MKTG/INTB 4200, FNCE/INTB 4370, MGMT/INTB 4400, RISK 4509	3	Choose one			
Major: Marketing	24				
MKTG 3100 Marketing Research	3	BANA 2010 and MKTG 3000			
MKTG 4050 Applied Marketing Management	3	MKTG 3000			
MKTG Elective	3				
MKTG Elective	3				
MKTG Elective	3				
MKTG Elective	3				
Minor Course or MKTG Elective*	3	Students may choose 2 electives from a Business School minor or MKTG electives			
Minor Course or MKTG Elective*	3				
Foreign Language Proficiency Level 1 and 2 or Regional Expertise	10*	*if proficiency is met, student is responsible for completing 10 additional electives			
Other Courses-Electives	1*	*11 if language proficiency is met			
Total Credit Hours: 120					