

# MARKETING - BBA, STRATEGIC RETAILING TRACK

This program prepares students for careers in management, merchandising, retail financial planning, and marketing.

The Bachelor of Business Administration (BBA) in Marketing prepares students to work effectively in corporate and nonprofit organizations that are part of a global economy. Marketing students will be proficient in marketing analytics, digital marketing, customer experience management, creativity, and brand management.

The BBA Marketing (MKTG) Strategic Retailing track offers students interested in retail several opportunities for building skills specific to this career path and for networking with retailing professionals. In addition to taking retail courses, students can attend professional conferences, and participate in regional and national retailing campaign competitions.

The BBA MKTG Strategic Retailing track supplements the degree by tailoring directed elective courses and building specific retailing skills. Also, it provides recruiters with a means of identifying top students interested in retailing. Completion of the program provides tangible evidence of commitment to and expertise in retailing.

The Center for Retailing Studies is a nationally known and respected center that is part of the Department of Marketing in Mays Business School at Texas A&M University. The Center is a bridge between the academic and business community, and serves students, faculty, and partner firms in a variety of ways, one of which is the Strategic Retailing track of the BBA in Marketing.

## Upper-Level Entry Requirements

Admission to the upper-level major of marketing (MKTG) requires satisfactory completion of specific coursework. To review requirements and application procedures see Upper-Level Entry Requirements and Application Procedures (<https://catalog.tamu.edu/undergraduate/business/>).

## Program Requirements

### Lower-Level Business Program (BUAD)

#### First Year

Fall		Semester Credit Hours
BUSN 101	Freshman Business Initiative <sup>1</sup>	3
MATH 140	Mathematics for Business and Social Sciences <sup>2</sup>	3
American history ( <a href="https://catalog.tamu.edu/undergraduate/general-information/university-core-curriculum/#american-history">https://catalog.tamu.edu/undergraduate/general-information/university-core-curriculum/#american-history</a> ) <sup>3</sup>		3
Life and physical sciences ( <a href="https://catalog.tamu.edu/undergraduate/general-information/university-core-curriculum/#life-physical-sciences">https://catalog.tamu.edu/undergraduate/general-information/university-core-curriculum/#life-physical-sciences</a> )		3
Communication ( <a href="https://catalog.tamu.edu/undergraduate/general-information/university-core-curriculum/#communication">https://catalog.tamu.edu/undergraduate/general-information/university-core-curriculum/#communication</a> )		3
<b>Semester Credit Hours</b>		<b>15</b>

<b>Spring</b>		
ECON 202	Principles of Economics	3
MATH 142	Business Calculus <sup>4</sup>	3
American history ( <a href="https://catalog.tamu.edu/undergraduate/general-information/university-core-curriculum/#american-history">https://catalog.tamu.edu/undergraduate/general-information/university-core-curriculum/#american-history</a> ) <sup>3</sup>		3
Life and physical sciences ( <a href="https://catalog.tamu.edu/undergraduate/general-information/university-core-curriculum/#life-physical-sciences">https://catalog.tamu.edu/undergraduate/general-information/university-core-curriculum/#life-physical-sciences</a> )		3
Social and behavioral sciences ( <a href="https://catalog.tamu.edu/undergraduate/general-information/university-core-curriculum/#social-behavioral-sciences">https://catalog.tamu.edu/undergraduate/general-information/university-core-curriculum/#social-behavioral-sciences</a> )		3
<b>Semester Credit Hours</b>		<b>15</b>
<b>Second Year</b>		
<b>Fall</b>		
ACCT 229	Introductory Accounting	3
ECON 203	Principles of Economics	3
ISTM 210	Fundamentals of Information Systems	3
POLS 206	American National Government <sup>3</sup>	3
Communication ( <a href="https://catalog.tamu.edu/undergraduate/general-information/university-core-curriculum/#communication">https://catalog.tamu.edu/undergraduate/general-information/university-core-curriculum/#communication</a> ) <sup>1</sup>		3
<b>Semester Credit Hours</b>		<b>15</b>
<b>Spring</b>		
ACCT 230	Introductory Accounting	3
BUSN 203	Statistical Methods for Business <sup>5</sup>	3
Creative arts ( <a href="https://catalog.tamu.edu/undergraduate/general-information/university-core-curriculum/#creative-arts">https://catalog.tamu.edu/undergraduate/general-information/university-core-curriculum/#creative-arts</a> ) <sup>1</sup>		3
Language, philosophy and culture ( <a href="https://catalog.tamu.edu/undergraduate/general-information/university-core-curriculum/#language-philosophy-culture">https://catalog.tamu.edu/undergraduate/general-information/university-core-curriculum/#language-philosophy-culture</a> )		3
Life and physical sciences ( <a href="https://catalog.tamu.edu/undergraduate/general-information/university-core-curriculum/#life-physical-sciences">https://catalog.tamu.edu/undergraduate/general-information/university-core-curriculum/#life-physical-sciences</a> )		3
<b>Semester Credit Hours</b>		<b>15</b>
<b>Total Semester Credit Hours</b>		<b>60</b>

<sup>1</sup> Refer to the specific major notes below for variations from the Business (lower level) requirements.

<sup>2</sup> MATH 148, MATH 152, MATH 168 and MATH 172 will be accepted in lieu of MATH 140.

<sup>3</sup> For those students under ROTC contract, see Requirement 7 of the "Requirements for a Baccalaureate Degree." (<https://catalog.tamu.edu/undergraduate/general-information/degree-information/>)

<sup>4</sup> MATH 147, MATH 151 and MATH 171 will be accepted in lieu of MATH 142.

<sup>5</sup> STAT 211 will be accepted in lieu of BUSN 203.

**Management Information Systems:** Students intending to major in Management Information Systems must add ISTM 250 Business Programming Logic and Design (3 credits) to second year fall curriculum in Business (lower level). The communication elective can be taken during the third year fall.

**Business Honors:** Students admitted to Business Honors take BUSN 125 Business Learning Community I (3 credits) in place of

BUSN 101 in the first year fall curriculum and must add BUSN 225 Business Competency (3 credits) to the second year spring curriculum in Business (lower level). The creative arts elective can be taken during the third year fall.

**Finance:** Students intending to major in Finance must add FINC 210 to freshman year curriculum in Business (lower-level). The general elective taken in the fourth year can be reduced by 1 credit.

<sup>5</sup> Elective courses are open to any course offered for university credit, except ACCT 209, ACCT 210, FINC 409, IBUS 301, ISTM 209, MGMT 209, MGMT 309, MKTG 409, SCMT 309. Additional restrictions may apply; see academic advisor for information. May be taken on a satisfactory/unsatisfactory basis.

<sup>6</sup> Three hours required. Any MKTG course (except required MKTG courses and MKTG 409) and IBUS 401-403 (<https://catalog.tamu.edu/undergraduate/course-descriptions/ibus/>).

## Upper-Level Marketing Program

### Third Year

Fall		Semester Credit Hours
FINC 341	Business Finance	3
MGMT 363	Managing People in Organizations	3
MKTG 321	Marketing <sup>1</sup>	3
POLS 207	State and Local Government <sup>2</sup>	3
SCMT 364	Operations Management	3
<b>Semester Credit Hours</b>		<b>15</b>

### Spring

MGMT 311	Legal and Social Environment of Business	3
MKTG 322	Consumer Behavior	3
MKTG 323	Marketing Research	3
MKTG 335	Professional Selling	3
International elective <sup>3</sup>		3
<b>Semester Credit Hours</b>		<b>15</b>

### Fourth Year

Fall		
MKTG 404	Data Visualization for Marketers	3
Directed elective <sup>4</sup>		3
Directed elective <sup>4</sup>		3
International elective <sup>3</sup>		3
General elective <sup>5</sup>		3
<b>Semester Credit Hours</b>		<b>15</b>

### Spring

MGMT 466	Strategic Management	3
MKTG 448	Marketing Strategy <sup>1</sup>	3
Directed elective <sup>4</sup>		3
Marketing elective <sup>6</sup>		3
General elective <sup>5</sup>		3
<b>Semester Credit Hours</b>		<b>15</b>

**Total Semester Credit Hours 60**

<sup>1</sup> This course is an approved writing-designated (W) or oral communication (C) business course. See your academic advisor for additional information.

<sup>2</sup> For those students under ROTC contract, see Requirement 7 of the "Requirements for a Baccalaureate Degree (<https://catalog.tamu.edu/undergraduate/general-information/degree-information/>)."

<sup>3</sup> Six hours required. A complete list of approved courses is available in the Undergraduate Advising Office. Three of the six hours of approved international elective courses simultaneously fulfill the university's International and Cultural Diversity Graduation requirement.

<sup>4</sup> Nine hours required. Select from MKTG 325, MKTG 326, MKTG 425, MKTG 427, MKTG 438.