

Mineral Area College

/Associate of Arts to BSBA Marketing: Professional Selling

Students are encouraged to complete the Associate of Arts Degree (AA) at Mineral Area College to prepare for a smooth transition to a Bachelor of Science in Business Administration (BSBA) at Southeast Missouri State University.

MINERAL AREA / FIRST SEMESTER	
GUI 1010 First Year Experience	1
ENG 1330 English Composition I (EN 100)	3
MAT 1240/1270 Quant. Reas./Precalc. (MA 123/116)	3
CIS 1750 Microcomputer Applications (MI 101)	3
BUS 1190 Business Ethics	3
History/Political Science	3
Total Hours	16

MINERAL AREA / SECOND SEMESTER	
ENG 1340 English Composition II (EN 140)	3
ENG 1440 Public Speaking (SC 105)	3
Biological Science or Physical Science <i>Lecture Only</i>	3
Humanities	3
Additional Core	3
HIS 0000 MO Higher Ed Civics Exam	0
Total Hours	15

MINERAL AREA / THIRD SEMESTER	
BUS 2930 Principles of Macroeconomics (EC 225)	3
BUS 2100 Fundamentals of Management (MG 301)	3
Biological Science or Physical Science <i>with Lab</i>	5
Humanities	3
BUS 2000 Principles of Accounting I (AC 221)	3
Total Hours	17

MINERAL AREA / FOURTH SEMESTER	
BUS 2050 Principles of Accounting II (AC 222)	3
BUS 2940 Principles of Microeconomics (EC 215)	3
BUS 1530 Legal Environment of Business (BL 255)	3
OST 1400 Business Communication (BA 252)	3
Additional Core	3
Total Hours	15

SOUTHEAST / FIFTH SEMESTER	
FI 361 Financial Management	3
MK 301 Principles of Marketing	3
QM 257 Business Statistics I	3
MI 375 Management Information Systems	3
Elective	3
Total Hours	15

SOUTHEAST / SIXTH SEMESTER	
QM 258 Business Statistics II	3
MK 342 Professional Selling	3
MK 343 Integrated Marketing Communication	3
MK 344 Consumer Behavior	3
Elective	3
Total Hours	15

SOUTHEAST / SEVENTH SEMESTER	
QM 352 Quantitative Analysis	3
BA 452 Professionalism	1
MK 345 Intro to Business Research	3
MK 442 Advanced Selling	3
International Course	3
Elective	3
Total Hours	16

SOUTHEAST / EIGHTH SEMESTER	
BA 400 Applied Ethical Leadership	3
BA 490 Business Policy & Strategy	3
MK 449 Marketing Management	3
MK 547 Sales Management	3
Real World Experience	3
Total Hours	15

BA 101 The Business Universe is waived for students following the above transfer plan. Variation from the plan may void BA 101 waiver.

Mineral Area and Southeast are transfer partners with the Transfer Mentor Program. Learn more and join at semo.edu/transfermentor

Degree requirements for all students: A minimum of 120 credit hours, completion of the General Education program, and 39 senior division hours (at or above the 300-level). In addition, a minimum of 30 credit hours must be taken in residence (at Southeast) which could result in needing additional credit hours.

Students should refer to Southeast's Undergraduate Bulletin or Degree Works for additional graduation requirements for your program.