### 1. General Education (D- or higher (except ENGL101), regular grading option)

**a. Fundamental Studies**
- ENGL101 (3) (C- or higher required beginning Fall 2017)
- Math (satisfied by MATH120(220)/130/140 below)
- Analytic Reasoning (satisfied by MATH120(220)/130/140 below)
- Oral Communication (satisfied by COMM100/107/200 below)

**b. Distributive Studies**
- Humanities – DSHU (3)
- Natural Science Lab – DSNL (4)
- Natural Science Non-Lab or Lab – DSNS/DSNL (3/4)
- History/Soc. Sciences – DSHS (satisfied by ECON200/201 below)
- Scholarship in Practice – DSSP (satisfied by BMGT495)

**c. I-Series** (overlap permitted with Distributive Studies and/or Diversity)
- I-Series – SCIS (3)

**d. Diversity** (overlap permitted with Distributive Studies and/or I-Series)
- Understanding Plural Societies – DVUP (3)
- Underst. Plural Soc./Cultural Competence – DVUP/DVCC (1-3)

### 2. Smith School Lower Level Core (C- or higher, regular grading option)

- MATH120(220) or MATH140 (or MATH130) Calculus I (3/4)
- BMGT110 Business Value Chain (3)
- BMGT220 Principles of Accounting I (3)
- BMGT221 Principles of Accounting II (3)
- BMGT230 or 231 (or equivalent) Business Statistics (3)
- ECON200 Principles of Micro-Economics (3)
- ECON201 Principles of Macro-Economics (3)
- COMM100/107/200 or any GenEd Oral Comm (3)

### 3. Electives 100-200 level (D- or higher)

<table>
<thead>
<tr>
<th>Course</th>
<th>Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### 4. Smith School Upper Level Core (effective Spring 2014) (C- or higher, regular grading option)

- BMGT301 Intro to Info Systems (3)
- BMGT340 Business Finance (3)
- BMGT350 Marketing Principles (3)
- BMGT364 Managing People & Organizations (3)
- BMGT367 Career Search Strategies in Business (1)
- BMGT380 Business Law 1 (3)
- BMGT495 Strategic Management (3)

### 5. Upper Level Economics Requirement (C- or higher, regular grading option)

- Choose One: ECON305/325, ECON306/326, ECON330 (or BMGT341) or ECON340 (3)

### 6. Major Requirements (effective Fall 2010) (C- or higher, regular grading option)

- BMGT451 Consumer Analysis (3)
- BMGT452 Marketing Research Methods (3)
- BMGT457 Marketing Policies and Strategies (3)

Complete combined total of 3 courses (9cr) from list below:

- BMGT352 Customer-Centric Innovation
- BMGT353 Retail Management
- BMGT357 Retail & Mktg Intnship (3cr max)
- BMGT372 Intro to Logistics & SCM
- BMGT450 Integrated Mktg Comm
- BMGT454 Global Marketing
- BMGT455 Sales Management
- BMGT458 Spec Topics in Mktg (6cr max)
- BMGT484 Digital Marketing
- BMGT498B Design in Marketing

### 7. Professional Writing (FSPW) (D- or higher, regular grading option)

- Choose One: ENGL394, 391, 392, 393, 395, 398 (3)

### 8. Upper Level Electives (D- or higher)

<table>
<thead>
<tr>
<th>Course</th>
<th>Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Other Requirements
- “C-” or higher in all Smith required courses.
- Overall combined 2.000 GPA in Smith required courses.
- 50% of BMGT credits completed at UMCP.
- 45 credit of BMGT coursework.
- 60 credits earned at a 4-year school.
- Last 30 credits at UMCP.
- Overall cumulative GPA of 2.000 at UMCP.