MARKETING, B.S. (BEHREND)

Begin Campus: Any Penn State Campus
End Campus: Erie

Degree Requirements
For the Bachelor of Science degree in Marketing, a minimum of 122 credits is required:

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Education</td>
<td>45</td>
</tr>
<tr>
<td>Requirements for the Major</td>
<td>98</td>
</tr>
</tbody>
</table>

21 of the 45 credits for General Education are included in the Requirements for the Major. This includes: 6 credits of GQ courses; 6 credits of GS courses; 9 credits of GWS courses.

Per Senate Policy 83.80.5, the college dean or campus chancellor and program faculty may require up to 24 credits of coursework in the major to be taken at the location or in the college or program where the degree is earned.

Requirements for the Major
Each student must earn at least a grade of C in each 300- and 400-level course in the major field.

To graduate, a student enrolled in the major must earn a grade of C or better in each course designated by the major as a C-required course, as specified by Senate Policy 82-44 (http://senate.psu.edu/policies-and-rules-for-undergraduate-students/82-00-and-83-00-degree-requirements/#82-44).

Supporting Courses and Related Areas
Select 18 credits from any business major field or any non-business major field, except for all KINES (GHW) courses, any ENGL course below ENGL 15, and any MATH course below MATH 110. Exceptions may be petitioned through the applicable department chair.

General Education
Connecting career and curiosity, the General Education curriculum provides the opportunity for students to acquire transferable skills necessary to be successful in the future and to thrive while living in interconnected contexts. General Education aids students in developing intellectual curiosity, a strengthened ability to think, and a deeper sense of aesthetic appreciation. These are requirements for all baccalaureate students and are often partially incorporated into the requirements of a program. For additional information, see the General Education Requirements (https://bulletins.psu.edu/undergraduate/general-education/baccalaureate-degree-general-education-program/) section of the Bulletin and consult your academic adviser.

The keystone symbol appears next to the title of any course that is designated as a General Education course. Program requirements may also satisfy General Education requirements and vary for each program.

Foundations (grade of C or better is required.)
- Quantification (GQ): 6 credits
- Writing and Speaking (GWS): 9 credits

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCTG 211</td>
<td>Financial and Managerial Accounting for Decision Making</td>
<td>4</td>
</tr>
<tr>
<td>BA 241</td>
<td>Legal Environment of Business</td>
<td>2</td>
</tr>
<tr>
<td>BA 242</td>
<td>Social and Ethical Environment of Business</td>
<td>2</td>
</tr>
<tr>
<td>PSU 7</td>
<td>First-Year Seminar Behrend</td>
<td>1</td>
</tr>
<tr>
<td>MGMT 301</td>
<td>Basic Management Concepts</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 471W</td>
<td>Strategic Management and Business Policy</td>
<td>3</td>
</tr>
<tr>
<td>MIS 204</td>
<td>Introduction to Management Information Systems</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 301</td>
<td>Principles of Marketing</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 342</td>
<td>Marketing Research</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 343</td>
<td>Introduction to Marketing Analytics</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 444</td>
<td>Buyer Behavior and Applied Research</td>
<td>3</td>
</tr>
<tr>
<td>SCM 301</td>
<td>Supply Chain Management</td>
<td>3</td>
</tr>
</tbody>
</table>

Additional Courses
Additional Courses: Require a grade of C or better

ENGL 15 Rhetoric and Composition 3

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MATH 110</td>
<td>Techniques of Calculus I</td>
<td>4</td>
</tr>
<tr>
<td>MATH 140</td>
<td>Calculus With Analytic Geometry I</td>
<td>4</td>
</tr>
<tr>
<td>MKTG 441</td>
<td>Sustainability in Marketing Strategy</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 450W</td>
<td>Marketing Strategy</td>
<td>4</td>
</tr>
<tr>
<td>SCM 200</td>
<td>Introduction to Statistics for Business</td>
<td>3</td>
</tr>
<tr>
<td>STAT 200</td>
<td>Elementary Statistics</td>
<td>4</td>
</tr>
</tbody>
</table>

Select 3 credits from the following list:

- ECON 470 International Trade and Finance
- FIN 471 International Finance
- IB 303 International Business Operations
- MGMT 461 International Management
- MKTG 445 Global Marketing

Select 15 credits of Marketing electives from:

- MKTG 327 Retailing
- MKTG 410 Personal Selling
- MKTG 422 Advertising and Sales Promotion Management
- MKTG 445 Global Marketing
- MKTG 473 Digital Marketing
- MKTG 475 Innovation and Product Management
- MKTG 478 Services Marketing Management
- MKTG 480 Intermediate Social Media Marketing
- MKTG 485 Business-To-Business Marketing
- MKTG 494 Research Project
- MKTG 495 Internship
- MKTG 496 Independent Studies
- MKTG 497 Special Topics

or ENGL 30H Honors Rhetoric and Composition

or MATH 110 Techniques of Calculus I

or MATH 140 Calculus With Analytic Geometry I

or MKTG 441 Sustainability in Marketing Strategy

or MKTG 450W Marketing Strategy

SCM 200 Introduction to Statistics for Business

or STAT 200 Elementary Statistics

Select 3 credits from the following list:

- ECON 470 International Trade and Finance
- FIN 471 International Finance
- IB 303 International Business Operations
- MGMT 461 International Management
- MKTG 445 Global Marketing

Other 300-400-level International Business courses

Select 15 credits of Marketing electives from:
Knowledge Domains

- Arts (GA): 6 credits
- Health and Wellness (GHW): 3 credits
- Humanities (GH): 6 credits
- Social and Behavioral Sciences (GS): 6 credits
- Natural Sciences (GN): 9 credits

Integrative Studies (may also complete a Knowledge Domain requirement)
- Inter-Domain or Approved Linked Courses: 6 credits

University Degree Requirements

First Year Engagement

All students enrolled in a college or the Division of Undergraduate Studies at University Park, and the World Campus are required to take 1 to 3 credits of the First-Year Seminar, as specified by their college First-Year Engagement Plan.

Other Penn State colleges and campuses may require the First-Year Seminar; colleges and campuses that do not require a First-Year Seminar provide students with a first-year engagement experience.

First-year baccalaureate students entering Penn State should consult their academic adviser for these requirements.

Cultures Requirement

6 credits are required and may satisfy other requirements

- United States Cultures: 3 credits
- International Cultures: 3 credits

Writing Across the Curriculum

3 credits required from the college of graduation and likely prescribed as part of major requirements.

Total Minimum Credits

A minimum of 120 degree credits must be earned for a baccalaureate degree. The requirements for some programs may exceed 120 credits. Students should consult with their college or department adviser for information on specific credit requirements.

Quality of Work

Candidates must complete the degree requirements for their major and earn at least a 2.00 grade-point average for all courses completed within their degree program.

Limitations on Source and Time for Credit Acquisition

The college dean or campus chancellor and program faculty may require up to 24 credits of course work in the major to be taken at the location or in the college or program where the degree is earned. Credit used toward degree programs may need to be earned from a particular source or within time constraints (see Senate Policy 83-80 (http://senate.psu.edu/policies-and-rules-for-undergraduate-students/82-00-and-83-00-degree-requirements/#83-80)). For more information, check the Suggested Academic Plan for your intended program.