CONSULTATIVE SALES

Bachelor of Business Administration

2025-2026

The University of Texas at Arlington College of Business is accredited by AACSB International, true of only 5 percent of all business schools worldwide.



DEGREE REQUIREMENTS

General Education		Business Core		Advanced Marketing & Electives	
ENGL 1301, 1302	6	MANA 1301 (BUSI 1301)	3	MARK 3322	3
MATH 1315, 1316 (MATH 1324, 1325)	6	ACCT 2301, 2302	6	SALES 3333	3
Life/Physical Science (2 classes w/lab) (030) *	6	BSTAT 2305 (BUSI 2305)	3	MARK 4308	3
Language/Philosophy/Culture (040) *	3	ECON 2305, 2306 (ECON 2301, 2302)	**	SALES 4309	3
Creative Arts (050) *	3	INSY 2303 (BCIS 1305)	3	Advanced SALES Elective	3
HIST 1301, 1302	6	BCOM 3360	3	Advanced Accounting Elective	3
POLS 2311, 2312 (GOVT 2305, 2306)	6	BLAW 3310	3	Advanced Economics Elective	3
Social/Behavioral Science (080)** Satisfied by ECON 2305 (ECON 2301)	3	BSTAT 3321	3	Advanced Business Electives (No SALES)	12
		FINA 3313	3	Advanced Business or SALES Elective	3
Foundational Component** Satisfied by ECON 2306 (ECON 2302)	3	MANA 3318, 4322***	6		
		MARK 3321	3	Total	36
UNIV 1131 (Freshman only) /Elective	3	OPMA 3306	3		
Total	45	Total	39	Total Credits for BBA	120

- Texas Common Course Numbers, TCCN if different or Core Curriculum Code
 For a list of approved courses see "General Core Curriculum for a Bachelor's Degree" in the University Catalog http://catalog.uta.edu/degreerequirements
 ECON 2305 and ECON 2306 must be completed as part of the Field of Study in the Business Core. ECON 2305 satisfies Social/Behavioral Science. ECON 2306 satisfies Foundational Con
 MANA 4322 (Organizational Strategy) prerequisites include ACCT 2301 and 2302, BSTAT 3321, ECON 2305 and 2306, FINA 3313, MANA 3318, MARK 3321, and a declared business majo FCON 2306 satisfies Foundational Comp

ACADEMIC OPTIONS

Advanced Sales Elective Options

(3 hours required)

SALES 4391 Studies in Consultative Selling MARK 3370 Social Media Marketing BCOM 4380 Advanced Communications for Business MARK 4310 Digital Marketing

Fast Track Programs in Business

This program enables outstanding senior business students to satisfy degree requirements leading to a master's degree in business while completing their undergraduate program. Students are allowed to complete up to 9 hours of selected graduate coursework and may continue as a graduate student if Bs or better are earned. GMAT, application and related application fees are waived. Consult with your advisor regarding fit in your undergraduate program.

Graduate Degree Options

Master of Business Administration MS in Business Analytics MS in Economic Data Analytics MS in Human Resource Management MS in Information Systems MS in Marketing Research MS in Quantitative Finance MS in Real Estate

Initial Undergrad Advisor

- Should occur during the first semester of junior year (60 credit hours)
- Consult with A plan to complete Fast Track Foundation Courses for selected graduate option is generated
 - GPA standards are accessed and performance targets formulated

Admission Guidelines

- Completion of a minimum of 30 hours at UTA with a 3.3 GPA or better
- Completion of ALL required Fast Track Foundation Courses with a 3.5 or better and a B or better in each course
- 3.3 or better Overall GPA (at all institutions)
- 3.3 or better Business GPA at UTA

Fast Track Foundation Courses

Must complete these courses at UTA with a B or better and a 3.5 or better GPA.

ECON 3310 or 3312 (whichever is taken first at UTA)

BSTAT 3321 Business Statistics I

2 additional courses determined by graduate program selected

Graduate **Enrollment** Six to nine hours of graduate coursework will be completed as an undergraduate and apply to both degree programs.



FOUR YEAR PLAN

FIRST YEAR

First Semester - 15/16 hoursSecond Semester - 15 hoursENGL 1301Composition IENGL 1302Composition IIMATH 1315College Algebra for Econ. & Bus. AnalysisMATH 1316Mathematics for Mathematics f

MATH 1315 College Algebra for Econ. & Bus. Analysis MATH 1316 Mathematics for Econ. & Bus. Analysis HIST 1301 History of the US to 1865 HIST 1302 History of the US 1865 to Present ECON 2305 Principles of Macroeconomics ECON 2306 Principles of Microeconomics

MANA 1301 Business in a Global Environment Creative Arts (3 hours)
UNIV 1131 Student Success (Freshman only)

SECOND YEAR

First Semester - 15 hours Second Semester - 14/15 hours

ACCT 2301 Principles of Accounting I ACCT 2302 Principles of Accounting II

INSY 2303 Introduction to MIS & Data Processing BSTAT 2305 Introductory Statistics for Business Analytics

POLS 2311 Government of the US POLS 2312 State & Local Government Life & Physical Science (3 hours with lab)

Language, Philosophy, Culture (3 hours)

POLS 2312 State & Local Government Life & Physical Science (3 hours with lab)

Life & Physical Science (3 hours with lab)

Elective (2 hours for Freshman/3 hours for Transfers)

THIRD YEAR

First Semester - 15 hours Second Semester - 15 hours

BLAW 3310 Legal & Ethical Environment of Business MARK 3322 Professional Selling FINA 3313 Business Finance Advanced Accounting Elective (3 hours)

MANA 3318 Managing Organizational Behavior BCOM 3360 Effective Business Communications

MARK 3321 Principles of Marketing BSTAT 3321 Intermediate Statistics for Business Analytics

Advanced Business Elective (3 hours)

Advanced Business Elective (3 hours)

FOURTH YEAR

First Semester - 15 hours Second Semester - 15 hours

MARK 4308 Management and Leadership of the Sales Force SALES 4309 Advanced Consultative Selling

SALES 3333 Sales Technology and Analytics Advanced Sales or Advanced Business Elective (3 hours)

OPMA 3306 Operations Management MANA 4322 Strategic Management

Advanced Sales Elective (3 hours)

Advanced Sales Elective (3 hours)

Advanced Business Elective (3 hours)

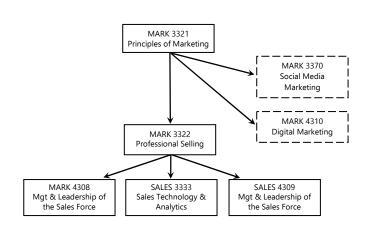
Advanced Economics Elective (3 hours)

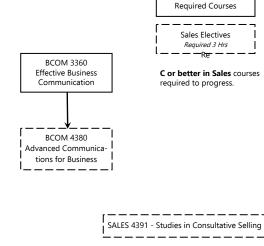
Advanced Business Elective (3 hours)

This timeline is a recommendation, strategically developed for students' success, based on proper positioning of prerequisites and a balanced course load targeting a timely four year graduation.

An alternate plan would include 12 hours each long semester and 6 hours during the summer for a total of 30 completed hours per academic year.

MAJOR COURSE FLOW







^{*} Per University requirements, freshman must complete a Student Success course during the first semester of enrollment.