

# 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)**	3	BSTAT 3321	3	Advanced Business Electives (No SALES)	12
Satisfied by ECON 2305 (ECON 2301)		FINA 3313	3	Advanced Business or SALES Elective	3
Foundational Component**	3	MANA 3318, 4322***	6		
Satisfied by ECON 2306 (ECON 2302)		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/degree/requirements>

\*\* 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 Component.

\*\*\* 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 major.

## 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 Consult with Undergrad Advisor**

- Should occur during the first semester of junior year (60 credit hours)
- A plan to complete Fast Track Foundation Courses for selected graduate option is generated
- GPA standards are assessed 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.



College of Business

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uta.edu/business/ugadvise

## FOUR YEAR PLAN

### FIRST YEAR

#### First Semester - 15/16 hours

ENGL 1301	Composition I
MATH 1315	College Algebra for Econ. & Bus. Analysis
HIST 1301	History of the US to 1865
ECON 2305	Principles of Macroeconomics
MANA 1301	Business in a Global Environment
UNIV 1131	Student Success (Freshman only)

#### Second Semester - 15 hours

ENGL 1302	Composition II
MATH 1316	Mathematics for Econ. & Bus. Analysis
HIST 1302	History of the US 1865 to Present
ECON 2306	Principles of Microeconomics
	Creative Arts (3 hours)

### SECOND YEAR

#### First Semester - 15 hours

ACCT 2301	Principles of Accounting I
INSY 2303	Introduction to MIS & Data Processing
POLS 2311	Government of the US
	Life & Physical Science (3 hours with lab)
	Language, Philosophy, Culture (3 hours)

#### Second Semester - 14/15 hours

ACCT 2302	Principles of Accounting II
BSTAT 2305	Introductory Statistics for Business Analytics
POLS 2312	State & Local Government
	Life & Physical Science (3 hours with lab)
	Elective (2 hours for Freshman/3 hours for Transfers)

### THIRD YEAR

#### First Semester - 15 hours

BLAW 3310	Legal & Ethical Environment of Business
FINA 3313	Business Finance
MANA 3318	Managing Organizational Behavior
MARK 3321	Principles of Marketing
	Advanced Business Elective (3 hours)

#### Second Semester - 15 hours

MARK 3322	Professional Selling
	Advanced Accounting Elective (3 hours)
BCOM 3360	Effective Business Communications
BSTAT 3321	Intermediate Statistics for Business Analytics
	Advanced Business Elective (3 hours)

### FOURTH YEAR

#### First Semester - 15 hours

MARK 4308	Management and Leadership of the Sales Force
SALES 3333	Sales Technology and Analytics
OPMA 3306	Operations Management
	Advanced Sales Elective (3 hours)
	Advanced Economics Elective (3 hours)

#### Second Semester - 15 hours

SALES 4309	Advanced Consultative Selling
	Advanced Sales or Advanced Business Elective (3 hours)
MANA 4322	Strategic Management
	Advanced Business 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.

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

## MAJOR COURSE FLOW

