

# BUSINESS ADMINISTRATION: MARKETING, BBA

## REQUIREMENTS

### UNIVERSITY GENERAL EDUCATION REQUIREMENTS

All undergraduate students at the University of Wisconsin–Madison are required to fulfill a minimum set of common university general education requirements to ensure that every graduate acquires the essential core of an undergraduate education. This core establishes a foundation for living a productive life, being a citizen of the world, appreciating aesthetic values, and engaging in lifelong learning in a continually changing world. Various schools and colleges will have requirements in addition to the requirements listed below. Consult your advisor for assistance, as needed. For additional information, see the university Undergraduate General Education Requirements (<http://guide.wisc.edu/undergraduate/#requirementsforundergraduatestudytext>) section of the *Guide*.

General Education	• Breadth–Humanities/Literature/Arts: 6 credits
	• Breadth–Natural Science: 4 to 6 credits, consisting of one 4- or 5-credit course with a laboratory component; or two courses providing a total of 6 credits
	• Breadth–Social Studies: 3 credits
	• Communication Part A & Part B *
	• Ethnic Studies *
	• Quantitative Reasoning Part A & Part B *

\* The mortarboard symbol appears before the title of any course that fulfills one of the Communication Part A or Part B, Ethnic Studies, or Quantitative Reasoning Part A or Part B requirements.

## REQUIREMENTS

The Wisconsin Bachelor of Business Administration (BBA) degree program is based on a broad educational foundation combined with courses in business and economics. This curriculum is designed for those students who wish to prepare for careers in business.

### PRE-BUSINESS REQUIREMENTS

Code	Title	Credits
<b>Communication Part A</b>		
Complete one course designated Communication Part A, preferably:		0-3
COM ARTS 100	Introduction to Speech Composition	
ENGL 100	Introduction to College Composition	
ESL 118	Academic Writing II	
Completion of Communication Part A based on UW Placement Test		
<b>Economics</b>		
ECON 101	Principles of Microeconomics	4

or ECON 111	Principles of Economics–Accelerated Treatment	
<b>Psychology</b>		
PSYCH 202	Introduction to Psychology	3-4
<b>Math</b>		
Three credits satisfied by placement exam or one of the following courses:		3
Math 112, 113, 114, 171, 211, 213, 217, 221, or 222		
<b>Total Credits</b>		<b>10-14</b>

### LIBERAL STUDIES REQUIREMENTS

Liberal studies requirements must be completed prior to graduation. **Students may not use courses offered by the Department of Economics or by the School of Business to fulfill liberal studies requirements. In addition, a single course may not be used to fulfill multiple liberal studies requirements.**

Code	Title	Credits
<b>Literature</b>		
Select one 3 (or more) credit course designated Literature (L)		3
<b>Science</b>		
Select six credits designated Biological, Natural or Physical Science. Courses that MAY NOT COUNT include: Courses in Computer Science, Mathematics, Statistics or Economics.		6
<b>Ethics</b>		
Select one of the following:		3-4
PHILOS 241	Introductory Ethics	
PHILOS 243	Ethics in Business	
PHILOS 341	Contemporary Moral Issues	
PHILOS/ ENVIR ST 441	Environmental Ethics	
<b>Humanities</b>		
Select one 3 (or more) credit course designated Humanities (H or Z) <sup>1</sup>		3
<b>Ethnic Studies</b>		
Select one 3 (or more) credit course designated Ethnic Studies (e)		3
<b>Social Science</b>		
Select one 3 (or more) credit course designated Social Science (S or Z)		3
<b>Total Credits</b>		<b>21-22</b>

<sup>1</sup> **Note:** If a student completes an additional Literature (L) course, this requirement will be satisfied.

### BUSINESS FOUNDATION REQUIREMENTS

All BBA degree candidates are required to complete foundation courses in business and economics. The foundation courses, in conjunction with a broad educational base, are designed to integrate the student's specialized training with an understanding of the structure and functions of business and its role in the larger social system. Business foundation courses make up the business preparatory, core, and breadth requirements. Sequencing of courses in business preparatory, core, and breadth sections may vary based on a student's academic plan or major. Consult with your academic advisor for specific recommendations.

## BUSINESS PREPARATORY REQUIREMENT

All students must take the following:

Code	Title	Credits
GEN BUS 110	Personal and Professional Foundations in Business	1
GEN BUS 106	Foundational Skills for Business Analysis	1
GEN BUS 206	Beginning Data Analysis for Business	3
GEN BUS 207	Intermediate Data Analysis for Business	3
GEN BUS 360	Workplace Writing and Communication	3
ECON 102 or ECON 111	Principles of Macroeconomics Principles of Economics-Accelerated Treatment	3-4
ACCT IS 100	Introductory Financial Accounting	3
ACCT IS 211	Introductory Managerial Accounting	3
<b>Total Credits</b>		<b>20-21</b>

## BUSINESS CORE REQUIREMENT

Code	Title	Credits
FINANCE/ ECON 300	Introduction to Finance	3
MARKETNG 300	Marketing Management	3
M H R 300	Managing Organizations	3
OTM 300	Operations and Supply Chain Management	3
<b>Total Credits</b>		<b>12</b>

Code	Title	Credits
<b>Business Breadth Requirement</b>		
GEN BUS 301	Business Law	3
Business Breadth Course <sup>1</sup>		3
Business Breadth Course <sup>1</sup>		3
<b>Total Credits<sup>2</sup></b>		<b>3-9</b>

<sup>1</sup> Students must complete two business courses (3 credits each) that are outside their major from two separate School of Business departments. Courses taken to satisfy this requirement may not include preparatory or core courses, courses required by or cross-listed with the student's major, general business courses, any 399 (Readings and Research) course, or business courses cross-listed with foreign language departments. Courses taken at another institution must be directly equivalent to a UW-Madison business course and title (i.e. not elective credit which is sometimes given an X10 course number).

<sup>2</sup> Students with two majors in business or students with one major and a business related certificate need only one course (3 credits) outside their majors/certificate to satisfy this requirement. Students with three or more business majors or two majors and a business related certificate are not required to take additional breadth courses.

## CREDITS FOR BBA DEGREE CREDIT REQUIREMENTS

Candidates for the BBA degree must meet all of the following credit requirements in addition to completing the required coursework.

### 120 Degree Credits

All students who plan to graduate from the University of Wisconsin-Madison with a bachelor's degree must complete a minimum of 120 degree credits.

## BBA IN BUSINESS ADMINISTRATION - MARKETING MAJOR REQUIREMENTS

The BBA in Business Administration - Marketing major is a total of 18 credits consisting of the following 6 required courses.

Code	Title	Credits
MARKETNG 305	Consumer Behavior	3
MARKETNG 310	Marketing Research	3
MARKETNG 355	Marketing in a Digital Age	3
MARKETNG/ OTM 421	Fundamentals of Supply Chain Management	3
MARKETNG 430	Strategic Pricing	3
MARKETNG 460	Marketing Strategy	3
<b>Total Credits</b>		<b>18</b>

## UNIVERSITY DEGREE REQUIREMENTS

**Total Degree** To receive a bachelor's degree from UW-Madison, students must earn a minimum of 120 degree credits. The requirements for some programs may exceed 120 degree credits. Students should consult with their college or department advisor for information on specific credit requirements.

**Residency** Degree candidates are required to earn a minimum of 30 credits in residence at UW-Madison. "In residence" means on the UW-Madison campus with an undergraduate degree classification. "In residence" credit also includes UW-Madison courses offered in distance or online formats and credits earned in UW-Madison Study Abroad/Study Away programs.

**Quality of Work** Undergraduate students must maintain the minimum grade point average specified by the school, college, or academic program to remain in good academic standing. Students whose academic performance drops below these minimum thresholds will be placed on academic probation.