

Plan of study to a Bachelor of Arts degree in  
**BUSINESS ADMINISTRATION WITH MARKETING CONCENTRATION**  
**from**  
**DEFIANCE COLLEGE**

Completion program for James A. Rhodes State College graduates in  
Marketing

James A. Rhodes State College

1<sup>st</sup> Year Fall Qtr

|  |          |
|--|----------|
| COM111 English Composition             | 5        |
| CPT125 Computer Applications           | 4        |
| CPT144 Intro to the Internet           | 2        |
| MGT125 Teambuilding                    | 3        |
| SDE101 1 <sup>st</sup> Year Experience | <u>1</u> |
|  | 15       |

Winter Qtr

|                          |          |
|--------------------------|----------|
| ECN143 Microeconomics    | 5        |
| COM211 Public Speaking   | 5        |
| MKT101 Prin of Marketing | 5        |
| MTH110 Math of Business  | <u>5</u> |
|                          | 20       |

Spring Qtr

|                           |          |
|---------------------------|----------|
| COM116 Business Commun    | 5        |
| MGT101 Prin of Management | 5        |
| MKT150 Consumer Behavior  | 3        |
| PSY101 General Psychology | <u>5</u> |
|                           | 18       |

2<sup>nd</sup> Year Fall Qtr

|                                |          |
|--------------------------------|----------|
| ACC101 Corporate Acct Prin     | 5        |
| MGT201 Organizational Behavior | 5        |
| MKT111 Retail Merchandising    | 5        |
| MKT221 Comp Sales Techniques   | <u>5</u> |
|                                | 20       |

Winter Qtr

|                            |          |
|----------------------------|----------|
| MKT145 Customer Service    | 3        |
| MKT205 Business Marketing  | 3        |
| MKT211 Advertising & Promo | 5        |
| Technical Studies Elective | <u>3</u> |
|                            | 14       |

Spring Qtr

|                               |          |
|-------------------------------|----------|
| HST162 Am History since 1877  | 5        |
| MKT252 Spec Stud in Marketing | 2        |
| OAD264/265 Excel or Acces     | <u>3</u> |
|                               | 10       |

Total: 97 quarter hours

Defiance College

Fall Semester

|                                  |          |
|----------------------------------|----------|
| AH120 Writing the World          | 3        |
| BA214 Quant Bus Analysis         | 3        |
| BA363 Business Law               | 3        |
| ES130 Fitness for Life           | 2        |
| SO120 Life in Society            | 3        |
| 200-level Religion, except RL250 | <u>3</u> |
|                                  | 17       |

Spring Semester

|                             |          |
|-----------------------------|----------|
| AC222 Managerial Accounting | 3        |
| AH220 Global Civilization   | 3        |
| BA212 Business Statistics   | 3        |
| BA215 Business Calculus     | 3        |
| BA260 Business Ethics       | 3        |
| EC205 Macroeconomics        | <u>3</u> |
|                             | 18       |

Fall Semester

|  |          |
|--|----------|
| BA350 Business Finance                   | 3        |
| BA365 International Business             | 3        |
| MG485 Small Business Management          | 3        |
| Any Art Course                           | 3        |
| 300-level Economics Elective             | 3        |
| Literature (EN220, 325, 335, 345 or 355) | <u>3</u> |
|  | 18       |

Spring Semester

|                                 |          |
|---------------------------------|----------|
| BA490 Business Policy           | 3        |
| MG332 Human Resource Management | 3        |
| MG370 Mgt Info Systems          | 3        |
| MK450 Buyer Behavior            | 3        |
| 400-level Marketing Elective    | <u>3</u> |
|                                 | 15       |

Summer

|                    |          |
|--------------------|----------|
| Biological Science | 4        |
| Physical Science   | <u>4</u> |
|                    | 8        |

Total: 76 semester hours

Course offerings and requirements are subject to change.  
2008-09 Catalog

March 2009