

This form is a planning tool only— Consult your degree audit on MyUI to see all degree requirements.

General Education (21 - 31 s.h.)		s.h.
World Language: 4th level in one language, 2nd level in two languages or 3rd level in one language plus an approved WLCE		0-10
Historical Perspectives		3
Interpreting Literature		3
Natural Sciences (lab not required)		3
Values & Society		3
International & Global Issues		3
Social Sciences (excluding ECON:1100 & ECON:1200)		3
Understanding Cultural Perspectives		3
Prerequisites Required for standard admission (18 s.h.)		
RHET:1030 Rhetoric required General Education course		4
MATH:1350 Quant. Reasoning for Bus. (MATH:1005 w/ C- or ALEKS 55)		4
STAT:1030 Statistics for Business		4
ECON:1100 Principles of Microeconomics		4
BAIS:1500 Business Technology and AI		2
Business Core Part I Required to declare major (7 s.h.)		
ECON:1200 Principles of Macroeconomics		4
ACCT:2100 Introduction to Financial Accounting (full-time semester of college-level coursework)		3
Business Core Part II (26 s.h.)		
ACCT:2200 Managerial Accounting Analytics & Data Visualization (ACCT:2100, ECON:1100, MATH:1350)		3
BUS:2200 Discover Business at Tippie (admission to Tippie)		1
BAIS:3005 Information Systems (BAIS:1500 or CS:1020) 8 weeks		2
BAIS:2800 Foundations of Business Analytics (MATH:1350, STAT:1030, BAIS:1500)		3
MGMT:2000 Introduction to Law (30 s.h.)		3
FIN:3000 Introductory Financial Management. (ACCT:2100, ECON:1100, ECON:1200)		3
MGMT:2100 Introduction to Management (30 s.h.)		3
MKTG:3000 Introduction to Marketing Strategy		3
BAIS:3000 Operations Management (STAT:1030) 8 weeks		2
BUS:3000 Business Communication & Professionalism (RHET:1030, admission to Tippie)		3
Tippie RISE (0-3 s.h.)		
Complete at least one of the following: see degree audit for course options		
Research with Faculty		0-3
Internship Course (i.e. BUS:3100 S/U graded or CCP:1201 S/U graded)		0-3
Study Abroad		3
Experiential Course (must be completed at UI)		3

Marketing Major Requirements (22 s.h. total)	
Two-thirds of the major s.h. must be completed in MKTG and UI.	
Common requirements (10 s.h.)	
MKTG:3050 Professional Prep. in Mktg. (co-req: MKTG:3000) S/U graded	1
MKTG:3100 Marketing Research ^{RISE} (MKTG:3000, BAIS:2800)	3
MKTG:3200 Consumer Behavior (MKTG:3000)	3
MKTG:4500 Marketing Capstone Must be taken at UI. (MKTG:3000, 3050, 3100, 3200 & 1 more MKTG course above 3100, 90 s.h.)	3
Marketing electives (12 s.h.)	
MKTG:3101 Marketing Metrics (MKTG:3000 & 3100)	3
MKTG:3102 Marketing Analytics (MKTG:3000 & 3100)	3
MKTG:3400 Retail Strategies (MKTG:3000)	3
MKTG:3401 Merchandise Management (MKTG:3000)	3
MKTG:3600 Product & Pricing (MKTG:3000) fall only	3
MKTG:3605 Strategic Brand Positioning (MKTG:3000) spring only	3
MKTG:3701 MKTG Institute Field Studies ^{RISE} fall only (MKTG:3000 & 3700, admission to Marketing Institute)	2
MKTG:4101 Integrated Marketing Communications (MKTG:3000)	3
MKTG:4200 Sales Management (MKTG:3000)	3
MKTG:4201 Professional Selling (MKTG:3000)	3
MKTG:4203 Advanced Power Selling (MKTG:4201)	3
MKTG:4250 Marketing & Sustainability ^{RISE} (MKTG:3000)	3
MKTG:4300 International Marketing (MKTG:3000)	3
MKTG:4400 Digital Marketing (MKTG:3000)	3
MKTG:4405 Marketing Sales and Promotion (MKTG:3000)	3
Offered intermittently:	
MKTG:3103 Advanced Marketing Research ^{RISE} (MKTG:3000 & MKTG:3100)	3
MKTG:3104 Sports Marketing (MKTG:3000 & MKTG:3100)	3
MKTG:3300 Web Business Strategy (MKTG:3000)	3
MKTG:4000 Contemporary Topics in Marketing (MKTG:3000) Repeatable, but can be used only once in the major.	3
MKTG:4410 Consumer Relationship Management (MKTG:3000)	3
MKTG:4800 Marketing Consulting Project ^{RISE} (MKTG:3000 & 3100)	3
MKTG:4999 Honors Thesis in Marketing (BUS:1999)	3
Review the MKTG toolkit about concentrations (strategic combinations of major electives to support your career interest)	
Marketing Communication & Strategy: MKTG:4101 & MKTG:4400	
Marketing Research & Analytics: MKTG:3101 & MKTG:3102	
Product & Brand Management: MKTG:3600 & MKTG:3605	
Professional Sales Management: MKTG:4200 & MKTG:4201	
Retailing & E-Commerce: MKTG:3400 & MKTG:3401	
Use this link to access our Strategic Sales Certificate:	
https://tippie.uiowa.edu/undergraduate/beyond-classroom/strategic-sales-program	

Sample Four-Year Plan

First Year (0-29 s.h.)

1 st Semester	s.h.	2 nd Semester	s.h.
MATH:1350 Quantitative Reasoning for Business	4	STAT:1030 Statistics for Business	4
RHET:1030 Rhetoric	4	ECON:1200 Principles of Macroeconomics	4
ECON:1100 Principles of Microeconomics	4	BAIS:1500 Business Technology and AI	2
BUS:2200 Discover Business at Tippie	1	General education	3
General education	3	General education	3
CSI:1600 Success at Iowa	1		16
	17		

Second Year (30-59 s.h.)

1 st Semester	s.h.	2 nd Semester	s.h.
ACCT:2100 Introduction to Financial Accounting	3	MKTG:3050 Professional Preparation in Marketing	1
BAIS:2800 Foundations of Business Analytics	3	MKTG:3000 Introduction to Marketing Strategy	3
MGMT:2100 Introduction to Management	3	BUS:3000 Business Communication & Professionalism	3
General education	3	MGMT:2000 Introduction to Law	3
Non-business; electives	2	General Education	3
	14	Minors; certificates ; non-business; electives	3
			16

Third Year (60-89 s.h.)

1 st Semester	s.h.	2 nd Semester	s.h.
MKTG:3100 Marketing Research	3	Marketing elective course	3
MKTG:3200 Consumer Behavior	3	Marketing elective course	3
BAIS:3000 Operations Management	2	ACCT:2200 Managerial Accounting	3
BAIS:3005 Information Systems	2	General Education	3
General Education	3	Minors; certificates ; non-business; electives	3
	13		15

Fourth Year (90-120 s.h.)

1 st Semester	s.h.	2 nd Semester	s.h.
Marketing elective	3	MKTG:4500 Marketing Capstone	3
Marketing elective	3	FIN:3000 Introductory Financial Mgmt.	3
Minors; certificates ; non-business; electives	3	Minors; certificates ; non-business; electives	3
Minors; certificates ; non-business; electives	3	Minors; certificates ; non-business; electives	3
Minors; certificates ; non-business; electives	3	Non-business; electives	2
	15		14

*Students are required to complete 52 s.h. of non-business course work. Courses with a prefix of ACCT, BAIS, BUS, ECON, ENTR, FIN, MGMT, MSCI, MKTG will not count towards non-business hours. Check degree audit at #8.

NOTES: