

**International Business and Marketing Department (AS-T)**  
**Business Administration Major – Marketing Management Program**  
**Curriculum Year: 2015-2016**

*Your department has developed this roadmap plan, taking into account prerequisites and schedule restrictions.  
 Students should adhere to this recommended plan to ensure completion of the degree with 90 additional units.*

**Scenario: (Case 1); (Case 2); (Case 3)**

		Fall	Units	Winter	Units	Spring	Units	Comment
<b>Year 1</b>		GE B5 (Case 1) STA 120 or MAT 125 (Case 2) STA 120 (Case 3)	4	CIS 310	4	IBM 320	4	Assumes student has completed both STA 120 and MAT 125 at community college. (Case 1)
		GE C4 (Case 1) GE B5 (Case 2) MAT 125 (Case 3)	4	TOM 302	4	Career Track Elective	4	Assumes student has completed either STA 120 or MAT 125 at community college. (Case 2)
		IBM 301	4	IBM 414	4	IBM 411	4	Assumes neither MAT 125 or STA 120 completed at community college. (Case 3)
		IBM 200-01	2	FRL 300	3	FRL 301	3	
								PSY 201 waived in support
		Take the Graduation Writing Test						If CIS 101 equivalent not taken at community college, student must pass the Personal Computer Proficiency Test in order to complete their program at Cal Poly Pomona within 90 units.
		<b>Total Units</b>	<b>14</b>	<b>Total Units</b>	<b>15</b>	<b>Total Units</b>	<b>15</b>	
		<b>Total Units for Year</b>						
<b>Year 2</b>		IBM 330	4	MHR 318	4	BUS 495	4	Waive PSY 201 in support. (Case 1)
		Career Track Elective	4	TOM 301	4	Career Track Elective (Case 1) Career Track Elective (Case 2) GE B5 (Case 3)	4	Waive PSY 201 in support and 4 units of Career Track Elective. (Case 2)
		MHR 301	4	Career Track Elective	4	Career Track Elective (Case 1) GE C4 (Case 2) GE C4 (Case 3)	4	Waive PSY 201 in support. Limit 12 units to Career Track Electives. (Consult with Department). Students choice of Career Tracks will be restricted to the following with the corresponding classes: Sales (IBM 306, 310, 435), Promotion (IBM 307, 326, 403), Channels (IBM 308, 431, 306), and General (IBM 302, IBM 306, and IBM 307). (Case 3)
		GE D4	4	IBM 421	4	Career Track Elective (Case 1) Career Track Elective (Case 2)	2	
						File an application to graduate		
		<b>Total Units</b>	<b>16</b>	<b>Total Units</b>	<b>16</b>	<b>Total Units</b>	<b>12-14</b>	
		<b>Total Units for Year</b>						<b>44</b>
<b>Total Units on Plan</b>							<b>88-90</b>	