



MARYVILLE
UNIVERSITY

RAWLING SPORT BUSINESS MANAGEMENT - SALES

Minimum of **120** credit hours required for a Bachelor of Science degree.
Last **30** credit hours must be from Maryville University

NAME: _____ REVIEWER: _____ DATE: _____

I. MCORE (36 Hours)	Credits	SEM/YR	Grade	Notes
A. Social Discovery (6)				
CORE 101: Discovering Community	3			
Student Choice	3			
CORE 401: Senior Capstone				In Major: SPTM 445
B. Civic Discovery (6)				
CORE 201: Discovering the Nation	3			
Student Choice	3			
C. Cultural Discovery (6)				
CORE 301: Discovering the World	3			
Student Choice	3			
D. Creative Discovery (9)				
COMP 104: Writing Across the Disciplines II	3			
Student Choice	3			
Student Choice	3			
F. Scientific Discovery (9)				
CORE 102: Everyday Data	3			
Student Choice	3			
Student Choice	3			
II. Major Requirements (84 Hours)	Credits	SEM/YR	Grade	Notes
COMP 101 Writing Across the Disciplines I	3			
MATH 116 Intermediate Algebra	3			
MATH 117 College Algebra or higher	3			
Electives	11			
MGMT 221 Management in Action	3			
BUS 150 Business Communications	3			
ACCT 210 Financial Accounting	3			
ACCT 211 Managerial Accounting	3			
ECON 203 Principles of Economics	3			
BUS 241 Business Statistics	3			
BUS 280 Business Law I	3			
MKT 360 Principles of Marketing	3			
FIN 312 Principles of Finance	3			
BUS 314 Operations Management	3			
BUS 491 Business Strategy	3			
SPTM 210 - Sport Business Management	3			
SPTM 380 - Legal Aspects of Sport Business MGMT	3			
SPTM 415 - Rawlings- Sport Marketing	3			
SPTM 420 - Sport Finance	3			
SPTM 445 - "Rawlings"; Advanced Application of Sport Business	3			CORE 401: CAPSTONE
SPTM 499 - Sport Management Internship (or SPTM 435/SPTM 440)	3			
Results-Centered Sales Concentration				
SPTM 426 - Approaches to Selling in the Business of Sport	3			
SPTM 427 - Selling in the Business of Sport - Practice I	3			
SPTM 428 - Selling in the Business of Sport - Customer-Relationship Management	3			
SPTM 429 - Selling in the Business of Sport - Practice II	3			
SPTM 498 - Sport Business Internship Preparation	1			
Degree Total	120			

SAMPLE COURSE PLAN

This is an example of the sequence of course work to complete this major.

Fall of Freshman Year	Credits	Spring of Freshman Year	Credits
CORE 101: Discovering Community	3	CORE 201: Discovering the Nation	3
COMP 101 Writing Across the Disciplines I (1 st Term)	3	MATH 116 Intermediate Algebra	3
COMP 104: Writing Across the Disciplines II (2 nd Term)	3	BUS 280 Business Law I (1 st Term)	3
CORE 102: Everyday Data	3	MKT 360 Principles of Marketing	3
SPTM 210 - Sport Business Management	3	SPTM 380 - Legal Aspects of Sport Business Mgmt (2 nd Term)	3
Total	15	Total	15
Fall of Sophomore Year	Credits	Spring of Sophomore Year	Credits
CORE 301: Discovering the World	3	ACCT 210 Financial Accounting	3
MATH 117 College Algebra or higher	3	MGMT 221 Management in Action	3
SPTM 415 - Sport Marketing	3	SPTM 426 - Approaches to Selling in the Business of Sport	3
BUS 150 Business Communications	3	MCORE - Student Choice	3
BUS 241 Business Statistics	3	MCORE - Student Choice	3
Total	15	Total	15
Fall of Junior Year	Credits	Spring of Junior Year	Credits
ACCT 211 Managerial Accounting	3	FIN 312 Principles of Finance	3
ECON 203 Principles of Economics	3	SPTM 428 - Selling in the Business of Sport - Customer-Relationship Management	3
SPTM 427 - Selling in the Business of Sport – Practice I	3	SPTM 499 - Sport Management Internship (or SPTM 435/SPTM 440)	3
SPTM 498 - Sport Business Internship Preparation	1	MCORE - Student Choice	3
MCORE - Student Choice	3	MCORE - Student Choice	3
Elective	2		
Total	15	Total	15
Fall of Senior Year	Credits	Spring of Senior Year	Credits
BUS 314 Operations Management	3	CORE 401: SPTM 445 "Rawlings"; Advanced Application of Sport Business	3
SPTM 429 - Selling in the Business of Sport – Practice II	3	BUS 491 Business Strategy	3
SPTM 420 - Sport Finance	3	MCORE - Student Choice	3
MCORE - Student Choice	3	Elective	3
Elective	3	Elective	3
Total	15	Total	15

Notes: