Program Description

Students pursuing the BS in marketing gain an understanding of the science behind consumer behavior and the critical role that marketing plays in all organizations. In addition, they develop marketing skills that provide a competitive advantage in their careers. The nationally ranked and award-winning marketing faculty share a passion for teaching and mentoring undergraduate students. Faculty members provide many productive ways for students to get involved in the life of the department and work with business partners. The department is home to the Center for Services Leadership, the premier international center for the study of the science of services, and offers distinctive coursework in professional sales, relationship management and sports business.

At a Glance

- **College/School**: W. P. Carey School of Business
- **Location**: Tempe campus or online
- **Additional Program Fee**: Yes
- **Second Language Requirement**: No
- **First Required Math Course**: MAT 210 - Brief Calculus
- **Math Intensity**: Moderate

Required Courses (Major Map)

2018 - 2019 Major Map (On-campus)
2018 - 2019 Major Map (Online)
Major Map (Archives)

Accelerated Degrees
This program allows students to choose either a 2.5- or a 3-year path while participating in the same high-quality educational experience of a 4-year option. Students can opt to fast-track their studies after acceptance into a participating program by connecting with their academic advisor. Fast track options appear at the top of the major map.

**Admission Requirements**

**General University Admission Requirements:**

All students are required to meet general university admission requirements.

**Freshman | Transfer | International | Readmission**

**Additional Requirements:**

Freshmen admission requirements: 1160 (prior to March 2016) or 1230 SAT Reasoning (after March 2016) OR 25 ACT score, OR graduated in the top eight percent of high school class, OR an overall high school GPA of 3.60 in ASU competency courses (scale is 4.00 = "A").

Freshmen should select an additional major when applying for admission. Additional choices may include any of the W. P. Carey business BA programs or any other degree program outside of the W. P. Carey School of Business. Students who are not admissible to a W. P. Carey business BS major and who did not select a second major or are not admissible to their second major choice will be placed in a business BA program in the W. P. Carey School of Business.

Readmission requirements: Students must meet freshman admission requirements by way of high school GPA, test score or class rank and must have a 3.00 transfer GPA (if applicable) and a 3.00 cumulative ASU GPA.

**Transfer Admission Requirements**

Transfer admission requirements (30 or more semester hours of credit after high school): 3.00 transfer GPA and one of the following: 1160 (prior to March 2016) or 1230 SAT Reasoning (after March 2016) OR 25 ACT score OR the student must have graduated in the top eight percent of their high school class.

Transfer students should select an additional major when applying for admission. Additional choices may include any of the W. P. Carey business BA programs or any other business or other degree program outside of the W. P. Carey School of Business.

Students with fewer than 45 transfer hours who are not admissible to a W. P. Carey School of Business major and who did not select a second major or are not admissible to their second major choice will be placed in the exploratory social and behavioral sciences program in the College of Integrative Sciences and Arts.
Students with more than 45 transfer hours who are not admissible to a W. P. Carey School of Business major and who did not select a second major or are not admissible to their second major choice will be prompted in My ASU to select a new major.

**Change of Major Requirements**

Students should refer to the following W. P. Carey website to determine if they meet change of major requirements: [https://students.wpcarey.asu.edu/degrees-and-advising/degree-programs/change-majors](https://students.wpcarey.asu.edu/degrees-and-advising/degree-programs/change-majors). Students ready to change their major should submit their request through W. P. Carey's Advising SOS: [https://apps.wpcarey.asu.edu/apps/advising/index.cfm](https://apps.wpcarey.asu.edu/apps/advising/index.cfm).

**Attend Online**

ASU offers this program in an online format with multiple enrollment sessions throughout the year. Applicants may view the program description and request more information [here](https://www.asu.edu/).

**Transfer Agreements**

ASU has partnered with colleges and universities in Arizona, California, Illinois and Washington to provide transfer curriculum pathways. Students should select their current institution to see if there is a partnership agreement between the institution and ASU for this degree program. Students who do not see their state or institution listed should check back as ASU is always working on creating new partnerships.

![Transfer from a Maricopa Community College in Arizona](#)

Select a college

- Chandler-Gilbert Community College

![Transfer from an Arizona Community College](#)

Select a college

- Arizona Western College
- Central Arizona College

![Transfer from another state](#)

Select a state

- California
- Illinois
- Estrella Mountain Community College
- GateWay Community College
- Glendale Community College
- Mesa Community College
- Paradise Valley Community College
- Phoenix College
- Rio Salado College
- Scottsdale Community College
- South Mountain Community College

- Cochise College
- Coconino Community College
- Dine College
- Eastern Arizona College
- Gila Community College
- Mohave Community College
- Northland Pioneer College
- Pima Community College
- Tohono O'odham Community College
- Yavapai College
- Washington
- Another state

### Global Opportunities

#### Global Experience

With over 250 programs in more than 65 countries (ranging from one week to one year), study abroad is possible for all ASU students wishing to gain global skills and knowledge in preparation for a 21st century career. Students earn ASU credit for completed courses, while staying on track for graduation, and may apply financial aid and scholarships toward program costs. [https://mystudyabroad.asu.edu/](https://mystudyabroad.asu.edu/)

The W.P. Carey School of Business recommends the following study abroad programs for students majoring in marketing: [http://links.asu.edu/SAO.marketing](http://links.asu.edu/SAO.marketing).

### Career Opportunities

Through the proper selection of coursework and other educational experiences, a marketing student may prepare for a variety of careers in areas such as:

- business development
- business-to-business marketing
- customer relationship management
- international marketing
- market research and information management
• marketing communications
• professional sales and relationship management
• retail management
• sales management
• services marketing

The degree program provides fundamentals, flexibility and specialization opportunities.

Career examples include but are not limited to those shown in the following list. Advanced degrees or certifications may be required for academic or clinical positions.

<table>
<thead>
<tr>
<th>Career</th>
<th>*Growth</th>
<th>*Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Professor</td>
<td>18.1%</td>
<td>$80,300</td>
</tr>
<tr>
<td>Field Researcher</td>
<td>2.5%</td>
<td>$54,270</td>
</tr>
<tr>
<td>Market Research Analyst</td>
<td>23.2%</td>
<td>$63,230</td>
</tr>
<tr>
<td>Marketing Associate</td>
<td>5.5%</td>
<td>$106,130</td>
</tr>
<tr>
<td>Marketing Manager</td>
<td>10.1%</td>
<td>$132,230</td>
</tr>
<tr>
<td>Merchandiser</td>
<td>not available</td>
<td></td>
</tr>
<tr>
<td>Sales Associate</td>
<td>10.6%</td>
<td>$33,890</td>
</tr>
<tr>
<td>Sales Manager</td>
<td>7.5%</td>
<td>$121,060</td>
</tr>
<tr>
<td>Store Manager</td>
<td>3.8%</td>
<td>$38,550</td>
</tr>
</tbody>
</table>

* Data obtained from the Occupational Information Network (O*NET) under sponsorship of the U.S. Department of Labor/Employment and Training Administration (USDOL/ETA).

☀ Bright Outlook ☀ Green Occupation

Contact Information

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