



## Arizona State University (Tempe campus)

### Marketing (Professional Sales), BS

#### Study details

**Course type:** Bachelor's degree

**Degree:** Marketing (Professional Sales), BS BAMKTPSBS

**Study mode:** Full time

**Duration:** 48 Month

#### Cost of study

**Cost :** 35 430 USD

**Reg. fee :** 85 USD

**Scholarship :**

**Insurance :** 2 765 USD

#### Intake/s

Jan/May/Aug

#### Requirements

##### Academic requirements

First-year students must:

- Have a 3.00 grade point average (GPA) (a "B" or better where "A"=4.00) from a secondary school. Some ASU programs may have higher admission or English proficiency requirements and may consider a minimum ACT or SAT score.
- Must have three years of high school coursework. (If you are currently in high school, ASU needs to see 9–11 grade coursework. If you have completed high school, ASU needs to see 10–12 grade coursework.)
- Must have and present a completed high school diploma or certificate.

##### Conditional admission

ASU may offer conditional undergraduate admission to international applicants to an on-campus program who meet the academic (aptitude) requirements but who are not proficient in English. This offer of conditional admission will give you time to improve your English proficiency before you start classes at ASU. Your conditional admission offer is good for up to three semesters, during which time you must meet one of these requirements to begin your ASU experience.

##### Competency requirements

International students who completed high school outside the U.S. are required to meet the following competency requirements:

- Math: four years (algebra I, geometry, algebra II and one course requiring algebra II as a prerequisite).

- Laboratory science: three years total (one year each from any of the following areas are accepted: biology, chemistry, earth science, integrated sciences and physics).

## **Provide evidence of English language proficiency (TOEFL 61)**

### **Additional requirements:**

First-year admission requirements: 1230 SAT Reasoning or 25 ACT score, **or** graduated in the top 8% of high school class, **or** have an overall high school GPA of 3.40 in ASU competency courses (scale is 4.00 = "A").

First-year applicants 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 are placed in a business Bachelor of Arts program in the W. P. Carey School of Business.

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

### **Accommodation**

Provided by partner agencies

### **Speciality**

### **Transfer admission requirements:**

Transfer admission requirements (30 or more credit hours after high school): transfer GPA of 3.00 and one of the following: 1160 (prior to March 2016) or 1230 SAT Reasoning (after March 2016) or 25 ACT score, **or** graduated in the top 8% of high school class, **or** have an overall high school GPA of 3.40 in ASU competency courses (scale is 4.00 = "A").

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

Students who are admissible to the university but do not meet admission requirements for this program and did not select a second major or are not admissible to their second major choice will be placed in a Bachelor of Arts program in the W. P. Carey School of Business.

Available online

### **Additional information**

### **Program description**

The W. P. Carey School of Business BS program in marketing with a concentration in professional sales is designed for undergraduate marketing students who are interested in pursuing the many

opportunities in professional sales.

The curriculum includes courses in professional sales as well as sales management and consumer behavior, and an internship in sales is required.

## Concurrent program options

Students pursuing concurrent degrees (also known as a “double major”) earn two distinct degrees and receive two diplomas. Working with their academic advisors, students can create their own concurrent degree combination. Some combinations are not possible due to high levels of overlap in curriculum.

## Accelerated program options

This program allows students to obtain both a bachelor's and master's degree in as little as five years. It is offered as an accelerated bachelor's plus master's degree with:

- Global Management (Creative Industries and Design Thinking), MGM
- Global Management (Data Science), MGM
- Global Management (Digital Audience Strategy), MGM
- Global Management (Global Affairs), MGM
- Global Management (Global Business), MGM
- Global Management (Global Development and Innovation), MGM
- Global Management (Global Digital Transformation), MGM
- Global Management (Global Entrepreneurship), MGM
- Global Management (Global Health Care Delivery), MGM
- Global Management (Global Legal Studies), MGM
- Global Management (Nonprofit Leadership and Management), MGM
- Global Management (Public Administration), MGM
- Global Management (Public Policy), MGM
- Global Management (Sustainability Solutions), MGM
- Global Management (Sustainable Tourism), MGM
- Global Management, MGM

Acceptance to the graduate program requires a separate application. Students typically receive approval to pursue the accelerated master's during the junior year of their bachelor's degree program.

## Global opportunities

### Global experience

As globalization continues to impact the way the world lives and works, international experiences have become vital to a successful career for marketing majors. Through any of the over 300 available Global Education programs, students can gain valuable skills employers are looking for: communication and interpersonal skills, flexibility, motivation and a real-life perspective on business applications worldwide. Understanding how cultural norms and values impact the marketing of goods and services in an international context will make graduates a valuable contributor to many marketing careers.

## Career opportunities

The number of employers interested in hiring professionals for sales roles far exceeds the number of students who are pursuing career opportunities in sales.

Graduates are prepared for careers in account management across a variety of industries in the business-to-business and consumer products domains.