

# Professional Sales

## 4-YEAR PLAN

This example four-year plan is provided as a broad framework that you can follow in order to complete your degree within four years. Be sure to always consult your academic advisor before registering for classes.

|           |                                                           |     |
|-----------|-----------------------------------------------------------|-----|
| <b>Y1</b> | <b>WRT101</b> Writing I                                   | 3 • |
|           | <b>FYS103/HON101</b> First Year Seminar/Honors Colloquium | 3 • |
|           | <b>BUSS101</b> Fund. Of Business in Global Env.           | 3 • |
|           | <b>BUSS104</b> Professional Development in Business       | 3 • |
|           | <b>MATH106</b> Mathematical Reasoning                     | 3 • |
|           | <b>BUSS105</b> Excel for Business                         | • 3 |
|           | <b>ECON101</b> Principles of Econ - Micro                 | • 3 |
|           | <b>WRT102</b> Writing II                                  | • 3 |
|           | <b>SOC104</b> Equity & Intersectionality (ISKP)           | • 3 |
|           | <b>MATH209</b> Business Statistics                        | • 3 |

|           |                                            |     |
|-----------|--------------------------------------------|-----|
| <b>Y2</b> | <b>BUSS220</b> Marketing                   | 3 • |
|           | <b>BUSS227</b> Managerial Accounting       | 3 • |
|           | <b>ECON102</b> Principles of Econ - Macro  | 3 • |
|           | KP2 KP (Knowledge Perspective) Core Course | 3 • |
|           | KP3 KP (Knowledge Perspective) Core Course | 3 • |
|           | <b>BUSS203</b> Financial Management        | • 3 |
|           | <b>BUSS205</b> Business Law                | • 3 |
|           | <b>BUSS325</b> Sales Principles            | • 3 |
|           | <b>MDSC203</b> Multidisciplinary course    | • 3 |
|           | KP4 KP (Knowledge Perspective) Core Course | • 3 |

|           |                                                  |     |
|-----------|--------------------------------------------------|-----|
| <b>Y3</b> | <b>BUSS322</b> Marketing Communications          | 3 • |
|           | <b>BUSS313</b> Business Negotiations             | 3 • |
|           | Choose 1 from Choose 3 List                      | 3 • |
|           | <b>BUSS3XX</b> Relationship Driven Prof. Selling | 3 • |
|           | <b>BUSS235</b> Ethics in Business                | 3 • |
|           | <b>BUSS320</b> Consumer Behavior                 | • 3 |
|           | <b>DSCI202</b> Business Analytics                | • 3 |
|           | <b>PHIL302</b> Ethical Reasoning                 | • 3 |
|           | <b>BUSS237</b> Global Leadership                 | • 3 |
|           | <b>BUSS3XX</b> Effective Sales Leadership        | • 3 |

|           |                                                 |     |
|-----------|-------------------------------------------------|-----|
| <b>Y4</b> | <b>BUSS4XX</b> Advanced Professional Selling    | 3 • |
|           | Choose 1 from Choose 3 list                     | 3 • |
|           | <b>BUSS407</b> Digital Branding                 | 3 • |
|           | <b>COM208</b> Public Relations                  | 3 • |
|           | Business elective (or minor)                    | 3 • |
|           | <b>BUSS 440</b> Business Capstone Course        | • 3 |
|           | <b>BUSS 497</b> Business Internship and Seminar | • 4 |
|           | Elective or Minor course                        | • 3 |
|           | Elective or Minor course                        | • 3 |
|           | Elective or Minor course                        | • 3 |