### GENERAL EDUCATION REQUIREMENTS

- **IT 101** Information Technology
- **EXP 1** Expository Writing I
- **EXP 2** Expository Writing II
- **LIT/CIN/EMS** Literature
- **MA** Mathematical Science I
- **MA** Mathematical Science II
- **NASC** Natural Science (4cr)
- **MA/NASE** Math or Natural Science Elective
- **PH 101** Problems of Philosophy
- **PS/SO** Behavioral Science
- **EC 111** Principles of Microeconomics
- **EC 112** Principles of Macroeconomics
- **FS 111** First Year Seminar (1cr) (Day Students only)

### BUSINESS CORE REQUIREMENTS

- **GB 110** Legal and Ethical Environment of Business
- **GB 112** Tools & Concepts in Accounting & Finance
- **GB 212** Practice & Applications in Acct. & Finance
- **GB 213** Statistical Analysis of Business Data
- **GB 214** Marketing-Operations Fundamentals
- **GB 215** Human Behavior and Organizations
- **GB 310** Business Processes and Systems
- **GB 320** General Business Field Project
- **GB 410** Global Strategy

### MAJOR REQUIREMENTS

- **MG 240** Interpersonal Relations in Management
- **MG 360** Negotiating
- **PRS 339** Effective Selling
- **PRS 343** Sales Organization Management
- **PRS 373** Sales Strategy and Technology
- **PRS 421** Internship in Professional Sales
- **MA/NS elective**
- **MA/NS elective**
- **Professional Sales Elective**
- **Professional Sales Elective**

### BUSINESS RELATED ELECTIVES (3 credits)

- **______**

### ARTS AND SCIENCE ELECTIVES (15 credits)

- **______**

### UNRESTRICTED ELECTIVES (6 credits)

- **______**

### COURSE FOCUS REQUIREMENTS

- **U.S. Diversity Intensive (D)**
- **International Intensive (I)**
- **Communication Intensive (C)**
- **Communication Intensive/Major (MG 240)**

**Total credits required 122**

Note: Transfer students with at least 15 credits in transfer as well as evening students will complete 121 credits.

All courses are 3 credits unless otherwise indicated.

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**IMPORTANT NOTICE!** Students are responsible for understanding all university policies, procedures and requirements. Such information can be found in the Undergraduate Course Catalogue, Registration Booklet, and the Student Handbook. Please be aware that overall and major averages must be at least 2.000 for graduation. This information is to help the student in monitoring progress toward the degree. Responsibility for meeting all degree requirements rests with the student.

1. The Math sequence consists of either MA123 & MA126 or MA131 & MA139, depending upon departmental placements.
2. The MA/NS elective can be fulfilled by a MA course numbered 200 or higher which does not duplicate material presented in any previously taken course. ST242, as well as any NASE course, also fulfills the requirement.
3. Elective guidelines are available in the Registration Booklet.
4. Students not eligible for PRS 421 will take a Directed Study approved by the Director.
5. The Professional Sales electives can be fulfilled by the following courses: COM 210, COM 322, EC 245, IDCC 320, MG 337, SO 265 or course approved by Director.
6. An optional 12-credit minor program must be pre-approved by the appropriate academic department.

Updated 2.13.2015 PJD
Professional Sales

The Professional Sales major develops critical knowledge and perspective in the fields of revenue generation, business development and sales management, while nurturing an understanding of the role sales plays within an organization. This strategic mastery is coupled with pragmatic expertise, ultimately translating into success in the employment marketplace — professional sales skills are highly transferrable across industries and can be applied in private and public companies, nonprofit organizations and social missions.

The skills and knowledge majors will gain are particularly well-suited to a number of revenue generation and business development roles across a variety of industries and markets. Specific roles for Professional Sales majors include the following:

- Account manager
- Business development representative
- Consultant
- Customer service manager
- Inside sales representative
- Nonprofit development associate
- Online sales manager
- Outside sales representative
- Sales operations analyst
- Sales support specialist
- Technical sales representative

Required Courses

1. MG 240 Interpersonal Relations in Management
2. MG 360 Negotiating
3. PRS 339 Effective Selling
4. PRS 343 Sales Organization Management
5. PRS 373 Sales Strategy and Technology
6. PRS 421 Internship in Professional Sales
7. Professional Sales Elective (see below)
8. Professional Sales Elective (see below)

Major Pre-requisite structure for MG Majors:

<table>
<thead>
<tr>
<th>Courses</th>
<th>Pre-requisites</th>
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<tbody>
<tr>
<td>MG 240</td>
<td>GB 215</td>
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<tr>
<td>MG 360</td>
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<tr>
<td>PRS 339</td>
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<tr>
<td>PRS 343</td>
<td>GB 214</td>
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<tr>
<td>PRS 373</td>
<td>GB 214, PRS 339, &amp; PRS 343</td>
</tr>
<tr>
<td>PRS 421</td>
<td>PRS 339 &amp; PRS 343; minimum overall GPA of 3.0 and junior or senior standing.</td>
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<tr>
<td>PRS elective</td>
<td>Vary by course</td>
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- Professional Sales Electives: COM 210, COM 322, EC 245, IDCC 320, MG 337, SO 265 or course approved by Director
- PRS 339 was formerly MG 339
- PRS 343 was formerly MK 343