

**GENERAL EDUCATION REQUIREMENTS**

- IT 101 Information Technology
- EXP 1 Expository Writing I<sup>1</sup>
- EXP 2 Expository Writing II<sup>1</sup>
- Literature/Cinema/EMS<sup>2</sup>
- MA Mathematical Science I<sup>3</sup>
- MA Mathematical Science II<sup>3</sup>
- NASC Natural Science (4cr)
- Global Studies: GLS 100, 101, 102, 105, or 116
- HI History
- 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)

**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 Business Statistics
- 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

Office Notes:

**IMPORTANT NOTICE!** Students are responsible for understanding all university policies, procedures and requirements. Such information can be found in the Undergraduate Course Catalogue, Registrar's website, 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.

**MAJOR REQUIREMENTS**

- MG 240 Interpersonal Relations in Management
- MG 360 Negotiating
- PRS 339 Effective Selling
- PRS 343 Sales Management
- PRS 373 Sales Strategy and Technology
- PRS 421 Professional Sales Internship<sup>4</sup>
- Professional Sales Elective<sup>5</sup>
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**ELECTIVES<sup>6,7</sup>**

- MA/NASE Math or Natural Science Elective
- Humanities/Social Science Elective
- Business Related Elective
- Arts & Science Elective
- Arts & Science Elective
- Arts & Science Elective
- Arts & Science Elective
- Arts & Science Elective
- Unrestricted Elective
- Unrestricted Elective

**COURSE FOCUS REQUIREMENTS**

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

Approved Minor in \_\_\_\_\_

**Total credits required 122**

**Note: Transfer students with at least 15 credits in transfer will complete 121 credits.**

**All courses are 3 credits unless otherwise indicated.**

1. Placement in this course is determined by the English and Media Studies department.
2. Requirement may be fulfilled with any LIT/CIN/EMS course or MLCH 402, MLFR 304, MLIT 304, MLSP 301, 404, or 405.
3. The Math sequence consists of either MA 123 & MA 126 or MA 131 & MA 139, depending upon departmental placement.
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. Elective guidelines are available on the Registrar's website.
7. An optional 12-credit minor program must be pre-approved by the appropriate academic department.

## 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 Management                      |
| 5. PRS 373                                 | Sales Strategy and Technology         |
| 6. PRS 421                                 | Professional Sales Internship         |
| 7. Professional Sales Elective (see below) |                                       |
| 8. Professional Sales Elective (see below) |                                       |

### Professional Sales major prerequisite structure:

Courses	Prerequisites
<b>MG 240</b>	GB 215
<b>MG 360</b>	GB 215
<b>PRS 339</b>	GB 214
<b>PRS 343</b>	GB 214
<b>PRS 373</b>	GB 214
<b>PRS 421</b>	Pre or COREQ: PRS 339 & PRS 373 and (CC5 or higher) and minimum overall GPA of 3.0.
<b>PRS elective</b>	vary by course
<b>PRS elective</b>	vary by course

- **Professional Sales Electives:** COM 210, COM 322, EC 245, IDCC 320, MG 337, SO 265 or course approved by Director.