

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.

Y1	WRT101 Writing I	3 •
	FYS103/HON101 First Year Seminar/Honors Colloquium	3 •
	BUSS101 Fund. Of Business in Global Env.	3 •
	BUSS104 Professional Development in Business	3 •
	MATH106 Mathematical Reasoning	3 •
	BUSS105 Excel for Business	• 3
	ECON101 Principles of Econ - Micro	• 3
	WRT102 Writing II	• 3
	SOC103 Equity & Intersectionality (ISKP)	• 3
MATH209 Business Statistics	• 3	
Y2	BUSS220 Marketing	3 •
	BUSS227 Managerial Accounting	3 •
	ECON102 Principles of Econ - Macro	3 •
	KP2 KP (Knowledge Perspective) Core Course	3 •
	KP3 KP (Knowledge Perspective) Core Course	3 •
	BUSS203 Financial Management	• 3
	BUSS205 Business Law	• 3
	BUSS325 Sales Principles	• 3
	MDSC203 Multidisciplinary course	• 3
KP4 KP (Knowledge Perspective) Core Course	• 3	
Y3	BUSS322 Marketing Communications	3 •
	BUSS313 Business Negotiations	3 •
	Choose 1 from Choose 3 List	3 •
	BUSS3XX Relationship Driven Prof. Selling	3 •
	BUSS235 Ethics in Business	3 •
	BUSS320 Consumer Behavior	• 3
	DSCI202 Business Analytics	• 3
	PHIL302 Ethical Reasoning	• 3
	BUSS237 Global Leadership	• 3
BUSS3XX Effective Sales Leadership	• 3	
Y4	BUSS4XX Advanced Professional Selling	3 •
	Choose 1 from Choose 3 list	3 •
	BUSS407 Digital Branding	3 •
	COM208 Public Relations	3 •
	Business elective (or minor)	3 •
	BUSS 440 Business Capstone Course	• 3
	BUSS 497 Business Internship and Seminar	• 4
	Elective or Minor course	• 3
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Elective or Minor course	• 3	