

2020-2021 Degree Requirement Summary

B.S. PROFESSIONAL SALES

For the most up-to-date requirements, please refer to your Degreeworks Audit.

General Education Requirements

- IT 101** _____ Information Technology
- EXP 1** _____ Expository Writing I¹
- EXP 2** _____ Expository Writing II¹
- _____ Literature/Cinema/EMS²
- MA** _____ Mathematical Science I³
- MA** _____ Mathematical Science II³
- NASC** _____ Natural Science (4 credits)
- GLS** _____ 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 (1 credit)

Business Core Requirements

- GB 110** _____ Legal and Ethical Environment of Business
- GB 112** _____ Tools and Concepts in Accounting and Finance
- GB 212** _____ Practice and Applications in Accounting and 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

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 Internship⁴
- _____ Professional Sales Elective⁵
- _____ Professional Sales Elective⁵

Electives⁶

- MA/NASE** _____ Math or Natural Science Elective
- _____ Humanities/Social Science Elective
- _____ Business Related Elective
- _____ Arts and Science Elective
- _____ Arts and Science Elective
- _____ Arts and Science Elective
- _____ Arts and Science Elective
- _____ Arts and Science Elective
- _____ Unrestricted Elective
- _____ Unrestricted Elective

Course Focus Requirements

- U.S. Diversity Intensive (D)
- International Intensive (I)
- Communication Intensive (I)
- 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.

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.

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

Professional Sales Major Prerequisite Structure

COURSES	PREREQUISITES
MG 240	GB 215
MG 360	GB 215
PRS 339	GB 214
PRS 343	GB 214
PRS 373	GB 214
PRS 421	PRS 339 (*CPR) or PRS 373 (*CPR), at least 51 completed and in progress credits, and minimum overall GPA of 3.0.
PRS elective	vary by course
PRS elective	vary by course

- Professional Sales Electives: COM 210, COM 322, EC 382, IDCC 320, MG 337, SO 265 or course approved by Director.

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 403, MLFR 304, MLIT 304, MLSP 306, 307, 404, or 405. Certain topics/titles of MLCH 402 or MLSP 301 may also apply.
3. The Math sequence consists of either MA 123 and MA 126 or MA 131 and 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 382, IDCC 320, MG 337, SO 265 or course approved by Director.
6. Elective guidelines are available on the Registrar's website. An optional 12-credit minor can fulfill the applicable elective requirements.