

BACHELOR OF SCIENCE - PROFESSIONAL SALES BUSINESS ADMINISTRATION MINOR

2024 – 2025

Foundation for Success ¹		5 courses
FDS100	Falcon Discovery Seminar	3 cr.
CS100	Solving Business Problems with Information Technology	3 cr.
MA105, 105L or 107, 107L, 131, 131L	Mathematical Sciences	3 cr.
EMS101, 101L or 102, 102L	Critical Reading and Writing	3 cr.
EMS104 or EMS105	Multimodal Communication	3 cr.

MAJOR: Professional Sales ¹		8 courses
MG240	Interpersonal Relations in Management	3 cr.
MG360	Negotiating	3 cr.
MK250	Marketing Essentials ⁶	3 cr.
PRS339	Effective Selling	3 cr.
PRS343	Sales Management	3 cr.
PRS373	Sales Strategy and Technology	3 cr.
PRS421	Professional Sales Internship ²	3 cr.
	PRS-Related Elective ³	3 cr.

Business Dynamics ^{1,5,6}		6 courses
LA100	Business Law	3 cr.
EC111	Principles of Microeconomics	3 cr.
ST113	Business Statistics	3 cr.
AC115	Financial Reporting and Analysis	3 cr.
MG116	Human Dynamics in Organizations	3 cr.
FI118	Introduction to Finance	3 cr.

The Business Environment ^{1,6}		2 courses
CS305	Business Processes and Systems	3 cr.
MG300	Strategic Management	3 cr.

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

Context & Perspectives ¹		6 courses
<i>See notes on page two</i>		
Institutions and Power		3 cr.
Values, Ethics and Society		3 cr.
Scientific Inquiry		3 cr.
Race, Gender and Inequality		3 cr.
Culture, Change, and Behavior		3 cr.
Globalization		3 cr.

Elective Requirements ⁴		13 courses
	Arts & Science Elective	3 cr.
	Arts & Science Elective	3 cr.
	Arts & Science Elective	3 cr.
	Arts & Science Elective	3 cr.
	Arts & Science Elective	3 cr.
	Unrestricted Elective	3 cr.
	Unrestricted Elective	3 cr.
	Unrestricted Elective	3 cr.
	Unrestricted Elective	3 cr.
	Unrestricted Elective	3 cr.
	Unrestricted Elective	3 cr.
	Unrestricted Elective	3 cr.
	Unrestricted Elective	3 cr.

Intensive Requirements	
	Communication

Notes:



Prerequisite/Corequisite Structure

Courses	Prerequisite/Corequisite
MG240	MG116
MG360	MG116
PRS339	MK250 and at least 36 completed and in progress credits
PRS343	MK250 and at least 36 completed and in progress credits
PRS373	MK250 and at least 36 completed and in progress credits
PRS421	(Pre- or Co-Req) PRS339, (Pre- or Co-Req) PRS373, at least 51 completed or in-progress credits
PRS-Related Elective	Vary by course

Footnotes:

¹ These courses may not be taken as Pass/Fail.

² Students not eligible for PRS421 will take a Directed Study approved by the Director.

³ The Professional Sales Related elective can be fulfilled by the following courses: EC382, XD320, or SO265.

⁴ The Electives Guidelines are available in the Academic Catalogue.

⁵ These courses comprise the Business Administration Minor.

⁶ These courses along with the following courses: EC112, AC215, MG215, and MG313 are required to complete the Business Administration Major.

Additional Notes:

Context & Perspectives
<ul style="list-style-type: none"> ▪ Students must take 1 course in each of the 6 themes of Context and Perspectives. Courses are unique to each theme; no course can satisfy more than one theme. ▪ No more than two (2) courses may be taken from any one academic department, including departments with two or more course designators, for example, Natural and Applied Sciences (NAS, PSY). ▪ Any number of courses can be shared with majors or minors, but a single course cannot count for both a major and a minor. Additionally, a single course may not count in more than one minor. ▪ Courses that satisfy the Contexts & Perspective requirements may not satisfy any of the required Arts and Science electives. ▪ Context and Perspective courses may count for the Modern Language requirement for BA majors. ▪ Context and Perspective courses may not count for Arts and Science or Unrestricted electives for both BA and BS majors.
Course Sharing Rules
<ul style="list-style-type: none"> ▪ Up to three courses may be shared across different majors. ▪ No courses may be shared between any major and any minor. ▪ No courses may be shared between any minors. ▪ A single course of any kind can be shared up to three times: <ul style="list-style-type: none"> ○ Example 1: If a student has three majors, a single course can count for all three majors. ○ Example 2: If a student has two majors, a single course could count for a Context & Perspectives course and both majors.