

# PROFESSIONAL SALES

Bachelor of Science

*Incoming students before Fall 2010*

## GE Requirements

1. First-Year Seminar
  - WPU 101 First-Year Seminar
2. Arts & Communication
  - Complete 2 courses from the following:
    - ARTH 101 Approaches to Visual Art
    - ARTH 104 Approaches to Modern Art
    - COMM 101 Intro to Theatre
    - COMM 110 Communication in Action **(required)**
    - MUS 120 Music Appreciation
3. Humanities
  - Complete the following 7 requirements:
    - ENG 110 Writing Effective Prose
    - ENG 150 Intro to Literature
    - HIST 101 Foundations of Western Civ\*
    - HIST 102 The West & The Modern World\*
    - PHIL 110 Intro to Philosophy
    - FOREIGN LANGUAGE 6 credits
4. Math/Science
  - Complete the following course:
    - MATH 140 Quantitative Mathematics I
  - Complete 2 courses from the following:
    - PHYS 110 Intro to Physics
    - PHYS 170 Astronomy
    - PHYS 255 College Physics I
    - PHYS 256 College Physics II
    - BIO 120 Human Biology
    - BIO 130 Field Biology
    - CHEM 120 Chemistry in Perspective
    - CHEM 031, 131 College Chemistry
    - CHEM 032, 132 Organic Biochemistry
    - CSH 150 Integrated Science
    - ENV 110 Environmental Foundations
    - ENV 115 General Geology
5. Social Science
  - Complete 3 courses from the following:
    - ECON 201 Macroeconomic Principles **(required)**
    - POL 110 Intro to Politics **or**
    - POL 120 American Government
    - PSY 110 General Psychology **or**
    - SOC 101 Principles of Sociology
6. Health/Movement Science
  - Complete 1 of the following:
    - PBHL 120 Current Health Issues
    - PBHL 200 Active Lifestyles in Health
    - PEGE 150 Fitness for Life
    - PEGE 200 Active Lifestyles in Health
7. Racism & Sexism
  - Complete 1 of the following:
    - AACS 150 Racism & Sexism in the US
    - AACS 155 Justice & Racism
    - WS 110 Women's Changing Roles
    - WS 150 Racism & Sexism in the US
8. General Education Elective
  - Complete 2 courses from the General Ed. List
  - \*Excluding Major Courses\*
9. Non-Western
  - Complete 1 course from the Non-Western List
10. Upper Level Elective
  - Complete 3 courses
  - SUGGESTED ELECTIVES:
    - COMM 263 Public Speaking
    - COMM 360 Interpersonal Communications
    - ENG 207 Effective Business Writing
    - PSY 260 Psychology of Business and Industry
    - PSY 322 Group Dynamics – *PREREQ PSY 110*
  - Or other courses by advisement

**PROFESSIONAL SALES:** A minimum of 60 credits and a grade point average of 2.000 must be earned in this major to graduate.

## COMMON BUSINESS CORE COURSES

- ACCT 211 Financial Accounting
- ACCT 212 Managerial Accounting
- ECON 202 Microeconomic Principles
- ECON 210 Business Statistics I
- FIN 320 Corporate Finance
- LAW 201 Legal Environment of Business
- MGT 200 Principles of Management
- MGT 305 Management Information Systems\*\*
- MGT 431 Production and Operations Management
- MGT 460 Business Strategy and Policy
- MKT 210 Principles of Marketing

## MAJOR REQUIREMENTS

- RPS 205 Professional Selling
- RPS 210 Negotiation
- RPS 300 Global Perspectives in Sales

\* *HIST 205&206 (as a pair) can substitute for HIST 101&102*

\*\**Professional Sales Majors may substitute RPS 320 (Sales Information Systems and Technology) for MGT 305*

- RPS 400 Sales Management
- RPS 410 Key Account & CRM
- RPS 450 Advanced Sales

## DIRECTED ELECTIVE REQUIREMENT

- MATH 145 Quantitative Mathematics II
  - ECON 355 Diversity in Organizations (1.5 cr.)
  - MGT 350 Ethics and Business (1.5 cr.)
- Choose 1 from the following:
- MKT 475 Supply Chain Management
  - RPS 399 Selected Topics
  - RPS 420 Financial Services Selling
  - RPS 430 Sales Forecasting
  - RPS 440 Medical and Pharmaceutical Selling
  - RPS 485 Practicum
  - RPS 490 Internship in Professional Sales
  - RPS 499 Independent Study