PROFESSIONAL SALES
Cotsakos College of Business; Bachelor of Science; PROFESSIONAL SALES
Incoming students Fall 2011 (UCC)

In addition to the requirements below, coursework is required to reach the University-mandated minimum of 120 credits for a Bachelor’s degree.

UCC REQUIREMENTS [40 credits]


AREA 2: EXPRESSION [9]
a. Arts/Communication 3 cred.
b. Writing
  ENG 1100 College Writing  3 cred.
c. Literature
  ENG 1500 Experiences in Literature  3 cred.

AREA 3: WAYS OF KNOWING [19]
a. Philosophical Perspectives 3 cred.
b. Historical Perspectives 3 cred.
c. Social/Behavioral Science (2 different disciplines)
  ECON 2010 Macroeconomic Principles  3 cred.
  ____________ 3 cred.
d. Scientific Perspectives 4 cred.
e. Quantitative Thinking
  MATH-1170 Business Math  3 cred.

AREA 4: DIVERSITY & JUSTICE [3]
• Must complete 18 credits in UCC prior to taking Area 4 3 cred.

AREA 5: CIVIC & COMMUNITY ENGAGEMENT [3]

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 2110 Financial Accounting
• ACCT 2120 Managerial Accounting
• ECON 2020 Microeconomic Principles
• ECON 2100 Business Statistics I
• FIN 3200 Corporate Finance
• LAW 2010 Legal Environment of Business
• MGT 2000 Principles of Management
• MGT 3050 Management Information Systems**
• MGT 4310 Production and Operations Management
• MGT 4600 Business Strategy and Policy
• MKT 2100 Principles of Marketing

MAJOR REQUIREMENTS
• RPS 2050 Professional Selling
• RPS 2100 Negotiation
• RPS 3000 Global Perspectives in Sales
• RPS 4000 Sales Management
• RPS 4100 Key Account & CRM
• RPS 4500 Advanced Sales

DIRECTED ELECTIVE REQUIREMENT
• ECON 2110 Business Statistics II
• MGT 3550 Values, Ethics & Sustainability (3 cr)

Choose 1 from the following:
• MKT 4750 Supply Chain Management
• RPS 3990 Selected Topics
• RPS 4200 Financial Services Selling
• RPS 4300 Sales Forecasting
• RPS 4400 Medical and Pharmaceutical Selling
• RPS 4850 Practicum
• RPS 4900 Internship in Professional Sales
• RPS 4990 Independent Study

**Professional Sales majors may substitute RPS 3200 (Sales Info Systems and Tech) for MGT 3050