

Degree Map
WP Online – MBA with Sales Strategy Concentration

Start Date: Fall 1, 2022

Students Who Get Some or No Foundation Courses Waived

Standard Track – 26 months

Fall I 2022	Fall II 2022	Spring I 2023	Spring II 2023	Summer I 2023	Summer II 2023	Fall I 2023	Fall II 2023	Spring I 2024	Spring II 2024	Summer I 2024	Summer II 2024
ECON 6095*- Economic Analysis for Decision Makers- 1.5 credits	MKT 6085*- Marketing for Decision Making- 1.5 credits	MGT 6045*- Fundamentals of Management- 1.5 credits	RPS 6100- Influence, Persuasion and Negotiation Strategy- 3 credits	MGT 6570- Innovation, Strategy and Corporate Sustainability- 3 credits	FIN 6550- Financial and Economic Global Strategy- 3 credits	MGT 6050- Business Analytics for Strategic Decision Making- 3 credits	RPS 7050 - Strategic Sales Leadership- 4 credits	MKT 7960- Marketing Strategy- 3 credits	RPS 7020 - Data Driven Decision Making and Sales Analysis – 4 credits	RPS 7030 - Strategic Sales Process, Planning and Design – 4 credits	MBA 6700- Integrated Learning Capstone- 3 credits
ACCT 6065*- Financial Accounting for Decision Makers- 1.5 credits	MBA 6055*- Statistics for Decision Making- 1.5 credits	FIN 6075*- Finance for Decision Makers- 1.5 credits									

* Unless waived based on prior coursework