

Degree Map

WP Online – MBA with Sales Strategy Concentration

Start Date: Summer 1, 2022

Students Who Get Some or No Foundation Courses Waived

Expedited Track – 14 months

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

* Unless waived based on prior coursework