

Degree Map

WP Online – MBA with Sales Strategy Concentration

Start Date: Summer 2, 2022

Students Who Get Some or No Foundation Courses Waived

Expedited Track – 14 months

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

* Unless waived based on prior coursework