

## Degree Map

### WP Online – MBA with Sales Strategy Concentration

Start Date: Fall 1, 2023

Students Who Get Some or No Foundation Courses Waived

Standard Track – 26 months

Fall I 2023	Fall II 2023	Spring I 2024	Spring II 2024	Summer I 2024	Summer II 2024	Fall I 2024	Fall II 2024	Spring I 2025	Spring II 2025	Summer I 2025	Summer II 2025
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	MGT 6050- Business Analytics for Strategic Decision Making-3 credits	MGT 6570- Innovation, Strategy and Corporate Sustainability-3 credits	FIN 6550- Financial and Economic Global Strategy-3 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	RPS 7050 - Strategic Sales Leadership-4 credits	RPS 6100- Influence, Persuasion and Negotiation Strategy-3 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