

Degree Map
WP Online – MBA with Sales Strategy Concentration
 Start Date: Fall 1, 2023
 Students Who Get All Foundation Courses Waived
 Expedited Track – 12 months

Fall I 2023	Fall II 2023	Spring I 2024	Spring II 2024	Summer I 2024
RPS 7030 - Strategic Sales Process, Planning and Design -4 credits	MGT 6570-Innovation, Strategy and Corporate Sustainability-3 credits	FIN 6550-Financial and Economic Global Strategy-3 credits	MBA 6700-Integrated Learning Capstone-3 credits	RPS 6100-Influence, Persuasion and Negotiation 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	