

Degree Map
WP Online – MBA with Sales Strategy Concentration

Start Date: Fall 2, 2023

Students Who Get Some or No Foundation Courses Waived
 Expedited Track – 16 months (Revised)

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

- *Please note that one or more Concentration courses may require a substitution. The Chair would provide viable alternatives, if needed.*
- ECON 6095 & ACCT 6065 are prerequisite courses to take FIN 6075.
- Prerequisite courses, when applicable, must be taken or registered for in a prior session.
- MBA 6700 should be taken in one of the final two 7 week sessions of the program & requires a prerequisite override from your advisor.