

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

<b>Spring I 2023</b>	<b>Spring II 2023</b>	<b>Summer I 2023</b>	<b>Summer II 2023</b>	<b>Fall I 2023</b>
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 6700-Integrated Learning Capstone-3 credits	RPS 6100-Influence, Persuasion and Negotiation Strategy-3 credits
FIN 6550-Financial and Economic Global Strategy-3 credits	RPS 7050 - Strategic Sales Leadership-4 credits	MGT 6570-Innovation, Strategy and Corporate Sustainability-3 credits	RPS 7020 - Data Driven Decision Making and Sales Analysis -4 credits	