

Degree Map

WP Online – MBA with Sales Strategy Concentration

Start Date: Summer 1, 2023

Students Who Get Some or No Foundation Courses Waived

Expedited Track – 16 months

Summer I 2023	Summer II 2023	Fall I 2023	Fall II 2023	Spring I 2024	Spring II 2024	Summer I 2024
MKT 6085*- Marketing for Decision Making- 1.5 credits	ACCT 6065*- Financial Accounting for Decision Makers- 1.5 credits	MGT 6045*- Fundamentals of Management-1.5 credits	MGT 6570- Innovation, Strategy and Corporate Sustainability-3 credits	MKT 7960- Marketing Strategy-3 credits	MBA 6700- Integrated Learning Capstone-3 credits	RPS 7030 - Strategic Sales Process, Planning and Design -4
MBA 6055*- Statistics for Decision Making- 1.5 credits	ECON 6095*- Economic Analysis for Decision Makers- 1.5 credits	FIN 6075*- Finance for Decision Makers- 1.5 credits	RPS 7050 - Strategic Sales Leadership-4	FIN 6550- Financial and Economic Global Strategy-3 credits	RPS 7020 - Data Driven Decision Making and Sales Analysis -4	RPS 6100- Influence, Persuasion and Negotiation Strategy-3 credits
		MGT 6050- Business Analytics for Strategic Decision Making- 3 credits				

* Unless waived based on prior coursework