

Degree Map
WP Online – MBA with Sales Strategy Concentration

Start Date: Fall 1, 2024

Students Who Get Some or No Foundation Courses Waived
Standard Track – 24 months

| Fall I 2024 | Fall II 2024 | Spring I 2025 | Spring II 2025 | Summer I 2025 | Summer II 2025 | Fall I 2025 | Fall II 2025 | Spring I 2026 | Spring II 2026 | Summer I 2026 | Summer II 2026 |
|--|---|--|---|--|---|--|--|--|--|---|--|
| *ACCT 6065- Financial Accounting for Decision Makers- 1.5 credits | *MBA 6055- Statistics for Decision Making- 1.5 credits | *MGT 6045- Fundamentals of Management- 1.5 credits | ***MKT 7960- Marketing Strategy- 3 credits | **RPS 7020 - Data Driven Decision Making and Sales Analysis - 4 credits | MGT 6570- Innovation, Strategy and Corporate Sustainability- 3 credits | RPS 6100- Influence, Persuasion and Negotiation Strategy- 3 credits | FIN 6550- Financial and Economic Global Strategy- 3 credits | **RPS 7030 - Strategic Sales Process, Planning and Design - 4 credits | MGT 6050- Business Analytics for Strategic Decision Making- 3 credits | **RPS 7050 - Strategic Sales Leadership- 4 credits | MBA 6700- Integrated Learning Capstone- 3 credits |
| *ECON 6095- Economic Analysis for Decision Makers- 1.5 credits | *MKT 6085- Marketing for Decision Making- 1.5 credits | *FIN 6075- Finance for Decision Makers- 1.5 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, as needed.**
- *** Course is only offered once per year academic year during this particular session.
- 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.