

**Degree Map**  
**WP Online – MBA with Sales Strategy Concentration**

Start Date: Fall 2, 2024

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

Fall II 2024	Spring I 2025	Spring II 2025	Summer I 2025	Summer II 2025	Fall I 2025	Fall II 2025	Spring I 2026
*ACCT 6065- Financial Accounting for Decision Makers- 1.5 credits	*MKT 6085- Marketing for Decision Making- 1.5 credits	***MKT 7960- Marketing Strategy- 3 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	MBA 6700- Integrated Learning Capstone- 3 credits
*ECON 6095- Economic Analysis for Decision Makers- 1.5 credits	*MBA 6055- Statistics for Decision Making- 1.5 credits	*FIN 6075- Finance for Decision Makers- 1.5 credits	**RPS 7020 - Data Driven Decision Making and Sales Analysis - 4 credits	MGT 6570- Innovation, Strategy and Corporate Sustainability- 3 credits	**RPS 7050 - Strategic Sales Leadership- 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, 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.