

Degree Map
WP Online – MBA with Sales Strategy Concentration
 Start Date: Fall 2, 2024
 Students Who Get All Foundation Courses Waived
 Standard Track – 18 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 | Spring II 2026 |
|---|---|---|--|---|--|---|---|---|
| RPS 6100- Influence, Persuasion and Negotiation Strategy- 3 credits | *RPS 7030 - Strategic Sales Process, Planning and Design -4 credits | **MKT 7960- Marketing Strategy- 3 credits | *RPS 7050 - Strategic Sales Leadership-4 credits | FIN 6550- Financial and Economic Global Strategy- 3 credits | MGT 6570- Innovation, Strategy and Corporate Sustainability- 3 credits | *RPS 7020 - Data Driven Decision Making and Sales Analysis -4 credits | MGT 6050- Business Analytics for Strategic Decision Making- 3 credits | MBA 6700- Integrated Learning Capstone- 3 credits |

- ***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 session
- 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.