

**Degree Map**  
**WP Online – MBA with Sales Strategy Concentration**  
 Start Date: Spring 1, 2024  
 Students Who Get Some or No Foundation Courses Waived  
 Standard Track – 26 months (Revised)

Spring I 2024	Spring II 2024	Summer I 2024	Summer II 2024	Fall I 2024	Fall II 2024	Spring I 2025	Spring II 2025	Summer I 2025	Summer II 2025	Fall I 2025	Fall II 2025
*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	FIN 6550- Financial and Economic Global Strategy- 3 credits	MGT 6050- Business Analytics for Strategic Decision Making- 3 credits	RPS 7020 - Data Driven Decision Making and Sales Analysis - 4 credits	RPS 7030 - Strategic Sales Process, Planning and Design - 4 credits	RPS 7050 - Strategic Sales Leadership- 4 credits	MGT 6570- Innovation, Strategy and Corporate Sustainability- 3 credits	MBA 6700- Integrated Learning Capstone- 3 credits	RPS 6100- Influence, Persuasion and Negotiation Strategy- 3 credits	MKT 7960- Marketing Strategy- 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, if needed.
- 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.