

**Degree Map**  
**WP Online – MBA with Sales Strategy Concentration**  
 Start Date: Summer 2, 2024  
 Students Who Get All Foundation Courses Waived  
 Standard Track – 17 months

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
RPS 6100- Influence, Persuasion and Negotiation 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	MGT 6570- Innovation, Strategy and Corporate Sustainability- 3 credits	*RPS 7050 - Strategic Sales Leadership- 4 credits	**MKT 7960- Marketing Strategy- 3 credits	FIN 6550- Financial and Economic Global Strategy- 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 particular 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.