

## Degree Map

### WP Online – MBA with Sales Strategy Concentration

Start Date: Fall 2, 2025

Students Who Get Some or No Foundation Courses Waived

Standard Track – 26 months

| Fall II 2025  | Spring I 2026  | Spring II 2026  | Summer I 2026  | Summer II 2026  | Fall I 2026   | Fall II 2026  | Spring I 2027   | Spring II 2027                            | Summer I 2027                                       | Summer II 2027   | Fall I 2027   | Fall II 2027  |
|---|--|---|--|---|---|---|---|---|---|--|---|---|
| *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  | MGT 6570 - Innovation, Strategy and Corporate Sustainability - 3 credits | **RPS 7030 - Strategic Sales Process, Planning and Design - 4 credits | RPS 6100 - Influence, Persuasion and Negotiation Strategy - 3 credits | **RPS 7020 - Data Driven Decision Making and Sales Analysis - 4 credits | MGT 6050 - Business Analytics for Strategic Decision Making - 3 credits | MKT 7960 - Marketing Strategy - 3 credits | **RPS 7050 - Strategic Sales Leadership - 4 credits | Elective - 3 credits - <i>(If needed to complete 30 credits)</i> | FIN 6550 - Financial and Economic Global Strategy - 3 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.**
  - o BAN 5100 or BAN 5600 (3 credits) is approved by the Chair to take should RPS 7020 not be available on the schedule.
  - o MGT 7080 (3 credits) is approved by the Chair to take should RPS 7030 not be available on the schedule.
  - o MGT 7040 (3 credits) is approved by the Chair to take should RPS 7050 not be available on the schedule.
  - o **A minimum of 30 credits is required to complete the program. Please refer to a General concentration degree map for viable elective options. This is applicable for students who are waived from 5-6 foundation courses.**
- 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 – (Brian Grzymkowski, grzymkowskib@wpunj.edu)