Degree Map
WP Online – MBA with Sales Strategy Concentration
Start Date: Summer 1, 2025
Students Who Get Some or No Foundation Courses Waived
Expedited Track – 16 months

Summer I 2025	Summer II 2025	Fall I 2025	Fall II 2025	Spring I 2026	Spring II 2026	Summer I 2026	Summer II 2026
*ACCT 6065 - Financial Accounting for Decision Makers - 1.5 credits	*MKT 6085 - Marketing for Decision Making - 1.5 credits	*MGT 6045 - Fundamentals of Management - 1.5 credits	FIN 6550 - Financial and Economic Global Strategy - 3 credits	**RPS 7020 - Data Driven Decision Making and Sales Analysis - 4 credits	MKT 7960 - Marketing Strategy - 3 credits	Elective - 3 credits – *(If needed to complete 30 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 7030 - Strategic Sales Process, Planning and Design - 4 credits	RPS 6100 - Influence, Persuasion and Negotiation Strategy - 3 credits	MGT 6570 - Innovation, Strategy and Corporate Sustainability - 3 credits	**RPS 7050 - Strategic Sales Leadership - 4 credits	MGT 6050 - Business Analytics for Strategic Decision Making - 3 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.**

- 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)