

**Degree Map**  
**WP Online – MBA with Sales Strategy Concentration**  
 Start Date: Spring 1, 2026  
 Students Who Get All Foundation Courses Waived  
 Standard Track – 19 months

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
FIN 6550 - Financial and Economic Global Strategy - 3 credits	MKT 7960 - Marketing Strategy - 3 credits	*RPS 7050 - Strategic Sales Leadership - 4 credits	*RPS 7030 - Strategic Sales Process, Planning and Design - 4 credits	RPS 6100 - Influence, Persuasion and Negotiation Strategy - 3 credits	Elective - 3 credits - <i>(If needed to complete 30 credits)</i>	MGT 6050 - Business Analytics for Strategic Decision Making - 3 credits	MGT 6570 - Innovation, Strategy and Corporate Sustainability - 3 credits	*RPS 7020 - Data Driven Decision Making and Sales Analysis - 4 credits	MBA 6700 - Integrated Learning Capstone - 3 credits

- **\*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.**
- 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)