

# Advising Course Plan - Professional Sales Major

First Year		
<b>Fall</b>		
FSEM 100	First Year Seminar	1
ECON 104S	Foundations of Economics I	1
SOBA 200	Professional Communications	1
General Education Requirement*		1
<b>Term Units</b>		<b>4</b>
<b>Spring</b>		
MATH 117Q	Quantitative Analysis for Business	1
SOBA 209V	Introduction to Business Ethics	1
General Education Requirement*		1
General Education Requirement (Creative Art or Language 102L level or above)*		1
<b>Term Units</b>		<b>4</b>
<b>Second Year</b>		
<b>Fall</b>		
ACCT 201	Fundamentals of Accounting	1
BSAN 250	Business Systems Analytics	1
General Education Requirement*		1
International General Education Requirement <sup>1</sup>		1
<b>Term Units</b>		<b>4</b>
<b>Spring</b>		
SALS 230	Professional Selling and Communication	1
STAT 301Q	Business Statistics	1
MGMT 305	Management and Leadership	1
General Elective		1
<b>Term Units</b>		<b>4</b>
<b>Summer</b>		
Transfer students may need to satisfy some requirements in the summer term.		
<b>Term Units</b>		<b>0</b>
<b>Third Year</b>		
<b>Fall</b>		
SALS 330	Advanced Professional Selling and Communication	1
MKTG 315	The Marketplace and Consumers	1
General Elective		1
General Elective		1
<b>Term Units</b>		<b>4</b>
<b>Spring</b>		
FINA 311	Financial Management	1
Junior Seminar		1
SALS Major Elective		1
General Elective <sup>1</sup>		1
<b>Term Units</b>		<b>4</b>
<b>Fourth Year</b>		
<b>Fall</b>		
SALS 410	Sales Management	1
SALS Major Elective		1
General Elective		1
General Elective		1
<b>Term Units</b>		<b>4</b>
<b>Spring</b>		
SALS 450	Executive Sales Strategy	1
MGMT 495	Strategic Management	1
General Elective		1

General Elective	1
<b>Term Units</b>	<b>4</b>

Total Unit: 32

\* Any General Education Courses in these categories: ONE (1) course unit from (A) Creative Art OR Modern Language; ANY TWO (2) course units from (B) Culture and Belief, (S) Individual, Society & Social Systems, (H) Historical Inquiry, (P) Physical and Natural World, (Q) Quantitative Reasoning, Modern Language course at any level, or (A) Creative Art (includes A, or MUSC, MUSA, or MUSE credit courses.)

<sup>1</sup> Select one of the following: INTL 201B, MKTG 420B, ECON 201H, HIST 376S, INSU 201H, WLG MKTG 420B (a SALS Elective) can be used to satisfy the International General Education requirement, freeing up a course to be used for elective or minor.