

Bachelor of Business Administration in Professional Sales

Overview

Major in Professional Sales — Major Requirements – 6 units

Code	Title	Units
General Education Requirements		
School of Business General Education Requirements		9
School of Business Foundation Requirements		8
Required Courses		
SALS 230	Professional Selling and Communication	1
SALS 330	Advanced Professional Selling and Communication	1
SALS 410	Sales Management	1
SALS 450	Executive Sales Strategy	1
Restricted Electives		
Select two units from the following list of courses:		2
Any FENT course at 300/400 level, except FENT 397		
Any HRMT course at 300/400 level, except HRMT 397		
Any MKTG course at 300/400 level, except MKTG 397 ¹		
SALS 390	Special Topics in Professional Sales	
or SALS 491 Special Topics in Professional Sales		
SALS 397	Professional Sales Internship	
SPTB 345	Sport Analytics	
General Electives		9
Total Units		32

¹ Also, either MKTG 390 or MKTG 490, but not both, may be used as an elective.

General Education Requirements

All students in the School of Business must meet the following General Education requirements in addition to specific requirements within the major area of study. Furthermore, School of Business majors have a common set of Business Foundation courses which must be met. The specific additional requirements of the individual majors are found in the following sections.

Each student must complete at least four writing or writing enhanced (WE) courses to complete the University Writing Requirement. At least two of these courses must be from General Education. Based upon Admissions application information, students may be placed in ENGL 100; ENGL 100 will count toward the Writing requirement if completed with a minimum grade of C. A single course may not be used to meet more than one of the General Education requirements, but a single course may count toward a General Education requirement and the student's major or minor requirements, as well as count as a Writing Enhanced course in the Writing requirement.

Code	Title	Units
Foundations		
Writing Requirement		
FSEM 100	First Year Seminar	1
Junior Seminar		1
Quantitative Reasoning ¹		1
Select one unit from the following:		
MATH 117Q	Quantitative Analysis for Business	
MATH 131Q	Calculus I with Review Part 2	
MATH 141Q	Calculus I with Analytic Geometry	
Knowledge of Human Cultures and the Natural World		
Select one unit from:		1
Creative Arts (any A course, or 4- MUSC, MUSA or MUSE credit courses)		
Modern Language (at 102 level or above)		
ECON 104S	Foundations of Economics I	1
Select two units from among the following categories:		2
Creative Arts (any A course (includes A, or MUSC, MUSA or MUSE credit courses)) ¹		
Culture and Belief (any B course)		
Individuals, Societies, and Social Systems (any S course)		
Historical Inquiry (any H course)		
Physical and Natural World (any P course)		
Modern Language (any level)		
Quantitative Reasoning (any Q course)		
International Requirement		
Select one unit from the following		1
INTL 201B	International Business and Culture	
MKTG 420	Global Marketing: Business Without Borders	
ECON 201H	Foundations of Globalization	
HIST 376S	Global Migration and Diasporas	
INSU 201H	Foundations of Globalization	
WLGC 301B	Approaches to World Cultural Studies	
Personal and Social Responsibility		
SOBA 209V	Introduction to Business Ethics	1
Total Units		9

¹ The Quantitative Reasoning requirement may be satisfied with MATH 117Q, MATH 131Q, or MATH 141Q. MATH 131Q or MATH 141Q will require completion of an online placement exam (<https://catalog.stetson.edu/undergraduate/student-policy/records-grades-registration/placement-proficiency/>).

Foundation Requirements

Code	Title	Units
Common Body of Knowledge		
SOBA 200	Professional Communications	1
ACCT 201	Fundamentals of Accounting	1
BSAN 250	Business Systems & Analytics	1
MGMT 305	Management and Leadership	1
MKTG 315	The Marketplace and Consumers	1
FINA 311	Financial Management	1
STAT 301Q	Business Statistics	1

MGMT 495	Strategic Management	1
Professionalism		
Select one from the following:		0 to 1
JJ Master Professionalism Certificate		
SALS 230	Professional Selling and Communication	
Department Professional Colloquium		
Total Units		8-9

Co-Curricular/Cultural Attendance Requirements

In addition to all academic requirements, students are required, for graduation, to complete 24 events. The Dean's Office provides a list of approved events each semester. Students may also view the list of co-curricular events under Calendar of Events at <https://www.stetson.edu/other/calendar/>.

Excel Certificate Requirements

All students in the School of Business Administration are required to demonstrate technical proficiency in Microsoft Excel. Students may demonstrate proficiency in this area by completing a self-guided course and passing an approved certificate examination or enrolling in BSAN 111 (<https://catalog.stetson.edu/search/?P=BSAN%20101>) and passing the course certificate examination. Examinations are scheduled periodically throughout the academic year and allow the opportunity to earn a digital badge or credential in Microsoft Excel.

Professionalism Requirement

All students in the School of Business Administration will have the opportunity to prepare for their future careers by satisfying the Professionalism Requirement in one of the following ways. A student may complete the J.J. Master Professionalism Certificate Program (<https://www.stetson.edu/business/jj-master/>), participate in a Department Colloquia or by taking SALS 230.

Experiential Learning

Experiential learning is the process of developing knowledge and skill from direct active experiences beyond a traditional classroom. Through experiential learning activities, students reflect on how the tools and techniques taught in an academic setting transfer to a real world setting and bring this understanding back to the classroom through concrete examples and meaningful conversations. Experiential learning typically involves a significant activity which offers students a chance to reflect on their curricular learning, gain an overall understanding of their future work environment and create the foundation for success after graduation. Experiential learning activities offer students rich opportunities to understand the implications and experience the consequences of their decisions, deepen their understanding of the curricular content as well as understand the role of personal values in their decision making. All undergraduate students majoring in business must **complete two significant experiential learning activities** as a requirement for graduation.

For an activity to satisfy the experiential learning requirement, it must:

1. Have scope. It must represent a significant investment of time and effort on the part of the student.
2. Demonstrate rigor. It must entail a noteworthy interaction with college-level academic thought.
3. Promote reflection. It must involve personal application by the student of classroom material.

Many courses and co-curricular activities are pre-approved as satisfying the experiential learning requirement. Students may also petition for special approval of additional activities.