

# Advising Course Plan - Professional Sales Major

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**First Year**

<b>Fall</b>		
FSEM 100	First Year Seminar	1
ECON 103S	Essentials of Economics I	1
SOBA 205	Professional Communications	1
General Education Requirement *		1
	Term Units	4
<b>Spring</b>		
MATH 122Q	Calculus for Business Decisions	1
SOBA 209V	Introduction to Business Ethics	1
General Education Requirement *		1
General Education Requirement (Creative Art or Language 102L level or above) *		1
	Term Units	4

**Second Year**

<b>Fall</b>		
ACCT 201	Fundamentals of Accounting	1
SOBA 201	Fundamentals of Financial Analysis	1
INTL 201	International Business and Culture	1
General Education Requirement *		1
	Term Units	4
<b>Spring</b>		
SALS 230	Professional Selling and Communication	1
SOBA 202	Fundamentals of Organizations and Markets	1
STAT 301Q	Business Statistics	1
General Elective		1
	Term Units	4

**Third Year**

<b>Summer I</b>		
Transfer students may need to satisfy some requirements in the summer term.		
	Term Units	0
<b>Fall</b>		
SALS 330	Advanced Professional Selling and Communication	1
SOBA 203	Fundamentals of Marketing and Technology	1
General Elective		1
General Elective		1
	Term Units	4
<b>Spring</b>		
Junior Seminar		1
SALS Major Elective		1
General Elective		1
General Elective <sup>1</sup>		1
	Term Units	4

**Fourth Year**

<b>Fall</b>		
SALS 410	Sales Management	1
SALS Major Elective		1
General Elective		1
General Elective		1
	Term Units	4
<b>Spring</b>		
SALS 450	Executive Sales Strategy	1
MGMT 495	Strategic Management	1
General Elective		1
General Elective		1
	Term Units	4

Total Unit: 32

- \* Any General Education Courses in these categories: ONE (1) course unit from (A) Creative Art OR Modern Language; ANY THREE (3) 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.)
- 1 MKTG 420 (a *SALS Elective*) can be used to satisfy the INTL 201 requirement, freeing up a course to be used for elective or minor.