

Election of Major

Professional Sales (52 hours)

2019-2020 Catalog

Name _____ I.D. Number _____

Planned Degree Completion Date: Mo. _____ Yr. _____ ✓ One Degree: ___BA ___BS

Required Courses

Do not write in shaded area

		Hours
	ACCT 211 Principles of Accounting I	3.0
	ACCT 212 Principles of Accounting II	3.0
	BUS 108 Spreadsheet & Database Applications	2.0
	BUS 111 Foundations of Business	3.0
	BUS 234 Principles of Marketing	3.0
	BUS 309 Introduction to Sales	3.0
	BUS 313 Business Law I	3.0
	BUS 317 Technology in Professional Sales	3.0
	BUS 322 Sales Forecasting	3.0
	BUS 435 Internship	0.0
	BUS 451 Sales and Entrepreneurship	4.0
	BUS 453 Sales Management	3.0
	BUS 474 Case Studies in Business (W)	3.0
	COMM 344 Listening: A Relational Approach to Sales	3.0
	ECON 221 Principles of Microeconomics	3.0
	ECON 222 Principles of Macroeconomics	3.0
	FIN 333 Principles of Finance	3.0
	MATH 210 Statistical Analysis	4.0

Explain transfer, substitutions, or other irregularities:

Advisor Signature _____ Date _____

Department Chair Signature _____ Date _____

I understand I have final responsibility for monitoring my graduation requirements.

Student Signature _____ Date _____

Return this form to the Office of the Registrar