

# Election of Major

## Professional Sales (51 hours)

### 2020-2021 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 209 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 431 Sales and Entrepreneurship	3.0
	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
	DATA 210 Statistical Analysis	4.0
	ECON 221 Principles of Microeconomics	3.0
	ECON 222 Principles of Macroeconomics	3.0
	FIN 333 Principles of Finance	3.0

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**