

Major Planning Worksheet

Professional Sales (51 hours)

Bachelor of Science

2021-2022 Catalog

Name: _____ ID Number: _____

Planned Degree Completion Date: Mo. _____ Yr. _____

Required Courses		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 209	Introduction to Sales	3.0
BUS 234	Principles of Marketing	3.0
BUS 313	Business Law I	3.0
BUS 317	Technology in Professional Sales	3.0
BUS 322	Sales Forecasting	3.0
BUS 431	Sales and Entrepreneurship	3.0
BUS 435	Internship	0.0
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

*Courses satisfy the Bachelor of Science Degree requirement

Notes: