



PRS

2019-2020 DEGREE REQUIREMENT SUMMARY B.S. PROFESSIONAL SALES

GENERAL EDUCATION REQUIREMENTS

- IT 101 Information Technology
- EXP 1 Expository Writing I¹
- EXP 2 Expository Writing II¹
- Literature/Cinema/EMS²
- MA Mathematical Science I³
- MA Mathematical Science II³
- NASC Natural Science (4cr)
- GLS Global Studies: GLS 100, 101, 102, 105, or 116
- HI History
- PH 101 Problems of Philosophy
- PS/SO Behavioral Science
- EC 111 Principles of Microeconomics
- EC 112 Principles of Macroeconomics
- FS 111 First Year Seminar (1cr)

BUSINESS CORE REQUIREMENTS

- GB 110 Legal and Ethical Environment of Business
- GB 112 Tools & Concepts in Accounting & Finance
- GB 212 Practice & Applications in Acct. & Finance
- GB 213 Business Statistics
- GB 214 Marketing-Operations Fundamentals
- GB 215 Human Behavior and Organizations
- GB 310 Business Processes and Systems
- GB 320 General Business Field Project
- GB 410 Global Strategy

Office Notes:

IMPORTANT NOTICE! Students are responsible for understanding all university policies, procedures and requirements. Such information can be found in the Undergraduate Course Catalogue, Registrar's website, and the Student Handbook. Please be aware that overall and major averages must be at least 2.000 for graduation. This information is to help the student in monitoring progress toward the degree. Responsibility for meeting all degree requirements rests with the student.

MAJOR REQUIREMENTS

- MG 240 Interpersonal Relations in Management
- MG 360 Negotiating
- PRS 339 Effective Selling
- PRS 343 Sales Management
- PRS 373 Sales Strategy and Technology
- PRS 421 Professional Sales Internship⁴
- Professional Sales Elective⁵
- Professional Sales Elective⁵

ELECTIVES⁶

- MA/NASE Math or Natural Science Elective
- Humanities/Social Science Elective
- Business Related Elective
- Arts & Science Elective
- Arts & Science Elective
- Arts & Science Elective
- Arts & Science Elective
- Arts & Science Elective
- Unrestricted Elective
- Unrestricted Elective

COURSE FOCUS REQUIREMENTS

- U.S. Diversity Intensive (D)
- International Intensive (I)
- Communication Intensive (C)
- Communication Intensive/Major (MG 240)

Approved Minor in _____

Total credits required 122

Note: Transfer students with at least 15 credits in transfer will complete 121 credits.

All courses are 3 credits unless otherwise indicated.

1. Placement in this course is determined by the English and Media Studies department.
2. Requirement may be fulfilled with any LIT/CIN/EMS course or MLCH 402, MLFR 304, MLIT 304, MLSP 301, 404, or 405.
3. The Math sequence consists of either MA 123 & MA 126 or MA 131 & MA 139, depending upon departmental placement.
4. Students not eligible for PRS 421 will take a Directed Study approved by the Director.
5. The Professional Sales electives can be fulfilled by the following courses: COM 210, COM 322, COM 322, EC 245, IDCC 320, MG 337, SO 265 or course approved by Director.
6. Elective guidelines are available on the Registrar's website. An optional 12-credit minor can fulfill the applicable elective requirements.

Professional Sales

Philosophy majors examine fundamental human questions such as the following: What can we know? What exists? What is right? They approach these questions through rigorous study, emphasizing clarity of thought and expression, careful reasoning and problem-solving, and the analysis of diverse viewpoints. These intellectual skills, combined with broad exposure to the liberal arts, are highly valued by the business community and by schools providing graduate training in law, medicine and other disciplines. In addition to major courses, Philosophy majors will take courses in a broad range of business subjects, including finance, accounting, statistics and strategy. By combining skills in critical thinking with business study, these students gain a distinct advantage in the job market.

While acquainting students with philosophy's rich history, the major emphasizes the application of philosophical methods to contemporary problems, especially in ethics. The department regularly offers courses in environmental ethics, healthcare ethics, and business ethics. Majors will have a chance to broaden their knowledge of ethical issues in business by close engagement with the university's nationally recognized Hoffman Center for Business Ethics.

- Account manager
- Business development representative
- Consultant
- Customer service manager
- Inside sales representative
- Nonprofit development associate
- Online sales manager
- Outside sales representative
- Sales operations analyst
- Sales support specialist
- Technical sales representative

Required Courses

1. MG 240 Interpersonal Relations in Management
2. MG 360 Negotiating
3. PRS 339 Effective Selling
4. PRS 343 Sales Management
5. PRS 373 Sales Strategy and Technology
6. PRS 421 Professional Sales Internship*
7. Professional Sales Elective (see below)
8. Professional Sales Elective (see below)

*Students not eligible for PRS 421 will take a Directed Study approved by the Director.

Professional Sales major prerequisite structure:

Courses	Prerequisites
MG 240	GB 215
MG 360	GB 215
PRS 339	GB 214
PRS 343	GB 214
PRS 373	GB 214
PRS 421	Pre or COREQ: PRS 339 & PRS 373 and (CC5 or higher) and minimum overall GPA of 3.0.
PRS elective	vary by course
PRS elective	vary by course

- **Professional Sales Electives:** COM 210, COM 322, EC 245, IDCC 320, MG 337, SO 265 or course approved by Director.