

Professional Sales - Graduation MAP



WEBER STATE
UNIVERSITY

This is a suggested plan. Meet with an academic advisor to create a specific plan that best fits your academic needs. Remember, taking an average of 15 credit hours per semester facilitates timely graduation.

Catalog Year:

NAME: _____

<input checked="" type="checkbox"/>	Course	Credit Hour	Semester Offered	Milestones & Notes
Freshman (Semester 1)				
	MATH QL 1030, 1040, 1050, or 1080	3	Fa, Sp, Su	<ul style="list-style-type: none"> • Declare PS as your major • Meet with an advisor • Complete MATH with "C" grade or higher • 'C' grade or better in all PS courses
	PS 1143 FUNDAMENTAL SELLING TECHNIQUES	3	Fa, Sp, Su	
	PS 1303 SALES CHANNELS	3	Fa, Sp, Su	
	PS 1401 INTRO TO PROFESSIONAL SALES	1	Fa, Sp, Su	
	GEN ED PS/LS ***	3	Fa, Sp, Su	
	COMPUTER & INFORMATION LITERACY	2-5	Fa, Sp, Su	
	Total Semester Credits	15-18		
Freshman (Semester 2)				
	ENGL EN 2010 INTERMEDIATE COLLEGE WRITING	3	Fa, Sp, Su	<ul style="list-style-type: none"> • Complete ENGL EN 2010 with "C" grade or higher • Meet with Advisor to review
	PS 2383 RETAIL MERCHANDISING	3	Fa, Sp, Su	
	GEN ED DIVERSITY***	3	Fa, Sp, Su	
	GEN ED AI AMERICAN INSTITUTIONS	3	Fa, Sp, Su	
	ELECTIVE COURSE	3	Varies	
	Total Semester Credits	15		
Freshman (Optional)				
	Total Semester Credits			
Sophomore (Semester 3)				
	PS 2603 ADVANCED SELLING TECHNIQUES	3	Fa, Sp, Su	<ul style="list-style-type: none"> • PS Summer courses are online only with the exception of PS 3702
	PS 3103 SALES PERSONALITIES AND PROFILES	3	Fa, Sp, Su	
	PS 3203 CUSTOMER SERVICE TECHNIQUES	3	Fa, Sp, Su	
	GEN ED HU***	3	Fa, Sp, Su	
	GEN ED SS/HU/CA/LS ***	3	Fa, Sp, Su	
	Total Semester Credits	15		
Sophomore (Semester 4)				
	GEN ED PS/LS ***	3	Fa, Sp, Su	<ul style="list-style-type: none"> •
	GEN ED HU ***	3	Fa, Sp, Su	
	PS 3363 CONTRACT & SALES NEGOTIATIONS	3	Fa, Sp, Su	
	PS 3803 SALES PROPOSALS	3	Fa, Sp, Su	
	PROFESSIONAL SALES SUPPORT COURSE	3	Varies	
	Total Semester Credits	15		
Sophomore (Optional)				
				<ul style="list-style-type: none"> •
	Total Semester Credits			

<input checked="" type="checkbox"/>	Course	Credit Hours	Semester Offered	Milestones & Notes
Junior (Semester 5)				
	GEN ED PS/LS***	3	Fa, Sp, Su	<ul style="list-style-type: none"> Select 10 hours of Support courses from list Meet with Advisor to review
	GEN ED CA***	3	Fa, Sp, Su	
	PS 3563 PRINCIPLES OF SALES SUPERVISION	3	Fa, Sp	
	PS 3903 SALES PRESENTATION STRATEGIES	3	Fa, Sp, Su	
	PROFESSIONAL SALES SUPPORT COURSE	3	Varies	
	PROFESSIONAL SALES SUPPORT COURSE	1	Varies	
	Total Semester Credits	15		
Junior (Semester 6)				
	PS 3503 SALES FORECASTING	3	Sp	<ul style="list-style-type: none">
	PS 3702 DEVELOPING TEAM LEADERSHIP SKILLS	3	Fa, Sp, Su	
	PROFESSIONAL SALES SUPPORT COURSE	3	Varies	
	PROFESSIONAL SALES CORE CONCENTRATION	3	Varies	
	PROFESSIONAL SALES CORE CONCENTRATION	3	Varies	
	Total Semester Credits	15		
Junior (Optional)				
				<ul style="list-style-type: none">
	Total Semester Credits			
Senior (Semester 7)				
	PS 4203 ETHICAL SALES AND SERVICE	3	Fa, Sp, Su	<ul style="list-style-type: none">
	PS 4610 SENIOR SEMINAR PROJECT I	3	Fa, Sp, Su	
	PS 4620 SENIOR SEMINAR PROJECT II	3	Fa, Sp, Su	
	PROFESSIONAL SALES CORE CONCENTRATION	3	Fa, Sp, Su	
	PROFESSIONAL SALES CORE CONCENTRATION	3	Fa, Sp, Su	
	Total Semester Credits	15		
Senior (Semester 8)				
	PS 4993 SALES CAREER SEMINAR	3	Fa, Sp, Su	<ul style="list-style-type: none">
	PROFESSIONAL SALES CORE CONCENTRATION	3	Fa, Sp, Su	
	PROFESSIONAL SALES CORE CONCENTRATION	3	Fa, Sp, Su	
	PROFESSIONAL SALES CORE CONCENTRATION	3	Fa, Sp, Su	
	ELECTIVE COURSES	3-5	Varies	
	Total Semester Credits	14-16		
Senior (Optional)				
				<ul style="list-style-type: none">
	Total Semester Credits			
	Total Bachelor Credits	120		

Gen Ed Breadth Requirements (do not duplicate departments)

<input type="checkbox"/> HU	<input type="checkbox"/> CA	<input type="checkbox"/> HU or CA
<input type="checkbox"/> SS	<input type="checkbox"/> SS	
<input type="checkbox"/> PS	<input type="checkbox"/> LS	<input type="checkbox"/> PS or LS
<input type="checkbox"/> DV (Double dip with breadth course)		

Avoid misadvisement! Consult your academic advisor (weber.edu/advisors), the WSU Catalog (weber.edu/catalog), and your CatTracks degree evaluation (log into your eWeber Student Portal). **Revision Date: 3/29/16**

Notes:

***All degrees require 3 credit hours of Diversity (DV) credit. See the current *General Education Course List* for suggested DV courses that will also fill SS/HU/CA/LS General Education Requirements.

It is important to meet with an advisor on a regular basis.

To meet with an advisor contact Raneë at 801-626-6913 or raneedearden@weber.edu