



Bachelor of Business
Administration
4-year program

sound like you?
Motivated • Ambitious • Hard working
• Want to use your talents to maximize your career

did you know?

UT is one of only five schools in the country that offers an accredited professional sales program.

Professional Sales at UT

In business, nothing happens until somebody sells something. Sales is the part of a firm that is responsible for generating the revenue. The sales force is the direct link between the firm and its customers. Professional salespeople consult with customers to understand their business, needs and problems, and offer specific solutions to each customer's situation.

The Edward H. Schmidt School of Professional Sales is committed to providing high-quality educational programs to enhance the world business practices related to professional sales. UT students benefit by attending one of the few schools in the country with a center devoted exclusively to professional sales. As one of the first AACSB-accredited universities to offer a degree option in professional sales, UT has taken a leadership role in sales education and earned a national reputation. All of UT's sales classes are designed for the real world of business. Students can choose from a variety of areas of study – advertising, technology, financial services, international business, marketing, and pharmacy.

Professional sales students can join Pi Sigma Epsilon (PSE), the national professional co-ed fraternity for selling, sales management and marketing. Students also can gain real-world experience through numerous internship opportunities that often lead to full-time positions. This lets students work with accomplished professionals in the field while earning college credit and money.

What to expect when you graduate

Selling the product/service is critical to firms; because of this, the job outlook for sales graduates is strong. In addition, entry-level sales positions are some of the highest paying positions available.

Check out all our majors online @ utoledo.edu/admission/majors.asp



PROFESSIONAL SALES

The College of Business Administration has wireless laptops with Internet access and accessories for students to check out and use in Stranahan Hall. The College won Dell's GenerationIdea nationwide contest for this innovative use of technology, originality and appropriateness to other higher education institutions.

College of Business
Administration

Group campus tours are available Monday through Friday at 10:30 a.m. or 2:30 p.m., and on Saturday at 11:15 a.m., year round, with the exception of national holidays. Individual admission appointments are available by request. Individualized college or department visits are also available weekdays at 1:15 p.m. by appointment.

utoledo.edu/admission/campusvisit
800.5TOLEDO

Sample Curriculum*

FIRST YEAR

Fall Semester

| | | | |
|--|----------------|--|--|
| BUAD 1000 Orientation | 1 | | |
| ENGL 1110 College Composition I | 3 | | |
| MATH 1260 Calculus with Business Application I | 3 | | |
| BUAD 1010 Intro to Business | 3 | | |
| PSY 1010 Intro to Psychology | 3 | | |
| Natural Science Lecture Elective | 3 | | |
| Total | 16 hrs. | | |

Spring Semester

| | | | |
|---|----------------|--|--|
| ENGL 2960 Organiz Report Writing | 3 | | |
| MATH 1270 Calculus with Business Application II | 3 | | |
| BUAD 1020 Micro-Computer Applications | 3 | | |
| ECON 1150 Intro to Macro Economics | 3 | | |
| PHIL 1020 Critical Thinking | 3 | | |
| Non-Business Elective | 1 | | |
| Total | 16 hrs. | | |

SECOND YEAR

Fall Semester

| | | | |
|---------------------------------------|----------------|--|--|
| BUAD 2000 Career Development I | 1 | | |
| BUAD 2040 Financial Accounting Info | 3 | | |
| BUAD 2060 Data Analysis for Business | 3 | | |
| ECON 1200 Intro to Micro Economics. | 3 | | |
| Natural Science Lecture Elective | 3 | | |
| Multicultural U.S. Diversity Elective | 3 | | |
| Total | 16 hrs. | | |

Spring Semester

| | | | |
|---|----------------|--|--|
| BUAD 2050 Acct for Decision Making | 3 | | |
| BUAD 2070 Application of Statistics | 3 | | |
| BUAD 2080 Global Environment of Business | 3 | | |
| COMM 3820 Persuasion Theory/COMM Elective | 3 | | |
| Multicultural Non-Western Elective | 3 | | |
| Total | 15 hrs. | | |

THIRD YEAR

Fall Semester

| | | | |
|--|----------------|--|--|
| BUAD 3000 Career Development II | 1 | | |
| BUAD 3010 Principles of Marketing | 3 | | |
| BUAD 3030 Managerial & Behavior | 3 | | |
| BUAD 3040 Principles of Financial Mgmt | 3 | | |
| BUAD 3050 Info Tech Management | 3 | | |
| COMM 3880 Professional Business Comm | 3 | | |
| Total | 16 hrs. | | |

Spring Semester

| | | | |
|---|----------------|--|--|
| BUAD 3020 Mfg & Service Systems | 3 | | |
| PSLS 3080 Purchasing/Bus Rel Mgmt | 3 | | |
| PSLS 3440 Professional Sales | 3 | | |
| COMM 3840 Interpersonal Comm Business Elective/Minor Elective | 4 | | |
| Total | 16 hrs. | | |

FOURTH YEAR

Fall Semester

| | | | |
|---|----------------|--|--|
| BUAD 3470 Legal Environment of Business | 3 | | |
| MKTG 4540 Business Marketing | 3 | | |
| PSLS 3450 Accounting and Territory Mgmt | 3 | | |
| Communication Elective | 3 | | |
| Business Elective/Minor Elective | 3 | | |
| Total | 15 hrs. | | |

Spring Semester

| | | | |
|-----------------------------------|----------------|--|--|
| BUAD 4020 Senior Bus Policy Forum | 3 | | |
| PSLS 4710 Sales Force Leadership | 3 | | |
| PSLS 4740 Advanced Sales | 3 | | |
| PSLS 4940 Sales Internship | 3 | | |
| Business Elective/Minor Elective | 3 | | |
| Total | 15 hrs. | | |

For more information about Professional Sales, contact:

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*Sample curriculum is subject to change. Please consult the department for up-to-date information. For more detailed program requirements, visit catalog.utoledo.edu.