

ENTREPRENEURSHIP, FAMILY, & SMALL BUSINESS



JOHN B. AND LILLIAN E. NEFF
COLLEGE OF BUSINESS
AND INNOVATION

THE UNIVERSITY OF TOLEDO

Double Major Combination Professional Sales - Only 2 Extra Classes

Advantages of Double Major

The purpose of a double major is to allow you to diversify your knowledge and education. By adding a second major, you are better prepared and enhance your marketability and flexibility for job placement.

Relevance in the Workplace

Everyone is in sales in some manner selling themselves, a project, or a co worker on an idea. Sales is a vital aspect of all business careers.

- Getting a promotion
- Securing approval for your internal projects/ ideas
- Obtaining resources for those projects
- Building relationships and understanding with clients

Next Steps

Contact your advisor, Dr. Ariss, or Dr. Pullins today for more information or to update your major status.

Office of Student Retention and Academic Success

Savage & Associates Business Complex Room 3130

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Entrepreneurship: Dr. Wittmer, 419-530-2264, Jenell.Wittmer@utoledo.edu

Professional Sales: Dr. Pullins, 419-530-4273, Ellen.Pullins@utoledo.edu

Classes Required

7 classes from major

+ 3 classes from minor...go PSLs

+ 2 classes that double count between both majors

+ 2 extra PSLs classes

= 12 classes to Double Major

Entrepreneurship, Family, & Small Business (EFSB)	Professional Sales (PSLS)
Required (6)	Required (6)
EFSB 3480 Entrepreneurial Finance	PSLS 3080 Purchasing & Business Relationship Management
EFSB 4010 Growing Family and Entrepreneurial Businesses	<i>PSLS 3440 Professional Sales*</i>
<i>EFSB 4590 Entrepreneurship and Small Business Management*</i>	PSLS 3450 Sales Technologies and Strategies
EFSB 4690 Innovation and Technology Commercialization	PSLS 4710 Sales Force Leadership
EFSB 4790 Franchising	PSLS 4740 Advanced Sales
BLAW 3570 The Laws of Structuring and Operating a Business	PSLS 4940 Sales Internship
Electives (pick 1)	Electives (pick 1)
<i>PSLS 3440 Professional Sales*</i>	<i>EFSB 4590 Entrepreneurship and Small Business Management*</i>

*Class is required and double counts for double majors only