



FINANCE

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
- Explaining an investment opportunity to a potential customer

Next Steps

Contact your advisor, Dr. Petkevich, 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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Professional Sales: Dr. Pullins 419-530-4273, Ellen.Pullins@utoledo.edu

**FINA + PSLS
= Succe\$\$**

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

**INVESTMENTS &
FINANCIAL ANALYSIS TRACK
CORPORATE FINANCE TRACK**

| Finance (FINA) Investments and Financial Analysis Track | Professional Sales (PSLS) |
|--|---|
| Required (4) | Required (6) |
| FINA 3480 Investments | PSLS 3080 Purchasing & Business Relationship Management |
| FINA 4080 Intermediate Corporate Finance | <i>PSLS 3440 Professional Sales*</i> |
| <i>FINA 4090 Financial Markets and Institutions*</i> | PSLS 3450 Sales Technologies and Strategies |
| FINA 4100 Security Analysis & Portfolio Management | PSLS 4710 Sales Force Leadership |
| | PSLS 4740 Advanced Sales |
| | PSLS 4940 Sales Internship |
| | |
| Electives (pick 3) | Electives (pick 1) |
| <i>PSLS 3440 Professional Sales*</i> | <i>FINA 4090 Financial Markets and Institutions*</i> |
| FINA 3070 Business Fluctuations and Outlooks (formerly BANS 3070) | |
| FINA 3080 Management Economics (formerly BANS 3060) | |
| FINA 3500 International Business Finance | |
| FINA 3600 Risk Management | |
| FINA 4480 Student Managed Portfolio – with dept approval | |
| FINA 4940 Finance Internship – with dept approval | |
| FINA 4840 Small Business Fin Policies & Practice | |

| Finance (FINA) Corporate Finance Track | Professional Sales (PSLS) |
|---|---|
| Required (5) | Required (6) |
| FINA 3480 Investments | PSLS 3080 Purchasing & Business Relationship Management |
| FINA 4080 Intermediate Corporate Finance | <i>PSLS 3440 Professional Sales*</i> |
| <i>FINA 4090 Financial Markets and Institutions*</i> | PSLS 3450 Sales Technologies and Strategies |
| FINA 3500 International Business Finance | PSLS 4710 Sales Force Leadership |
| FINA 4670 Advanced Corporate Finance | PSLS 4740 Advanced Sales |
| | PSLS 4940 Sales Internship |
| | |
| Electives (pick 2) | Electives (pick 1) |
| <i>PSLS 3440 Professional Sales*</i> | <i>FINA 4090 Financial Markets and Institutions*</i> |
| FINA 3070 Business Fluctuations and Outlooks (formerly BANS 3070) | |
| FINA 3080 Management Economics (formerly BANS 3060) | |
| FINA 4840 Small Business Fin Policies & Practice | |
| FINA 4940 Finance Internship – with dept approval | |
| FINA 4480 Student Managed Portfolio – with dept approval | |
| ACCT 3010 Cost Accounting for Non Acct Majors | |
| OPMT 4450 Forecasting | |

***Class is required and double counts for double majors only**