



# HUMAN RESOURCE MANAGEMENT

**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 projects**
- **Building relationships and understanding with employees and employers**

### Next Steps

Contact your advisor, Dr. Yonker, or Dr. Pullins today for more information or questions.

#### Office of Student Retention and Academic Success

Savage & Associates Business Complex Room 3130

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Management: Dr. Yonker, 419-530-4611, Robert.Yonker@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

Human Resource Management (HURM)	Professional Sales (PSLS)
Required (7)	Required (6)
BLAW 3550 Legal and Safety Compliance	PSLS 3080 Purchasing & Business Relationship Management
<i>PSLS 4710 Sales Force Leadership*</i>	PSLS 3440 Professional Sales
HURM 3220 Human Resource Management	PSLS 3450 Sales Technologies and Strategies
HURM 4640 Benefits, Health, and Wellness	<i>PSLS 4710 Sales Force Leadership*</i>
HURM 4650 Compensation	PSLS 4740 Advanced Sales
<i>HURM 4660 Planning, Selection, and Recruitment*</i>	PSLS 4940 Sales Internship
HURM 4710 Training and Evaluation	
Electives (0)	Electives (pick 1)
	<i>HURM 4660 Planning, Recruitment and Selection*</i>

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