

The University of Toledo College of Business Administration  
**Professional Sales Degree Requirements 2008-2010**

*Sample Full-Time Plan of Study*

	<b>Fall Semester</b>			<b>Spring Semester</b>		
<b>Freshman</b> Year	BUAD 1000	Orientation .....	1	ENGL 2960	Organizational Report Writing .....	3
	ENGL 1110	College Composition I .....	3	MATH 1270	Calculus w/ Bus Appl II .....	3
	MATH 1260	Calculus w/ Bus Appl I .....	3	BUAD 1020	Micro-Computer Applications .....	3
	BUAD 1010	Intro. to Business .....	3	ECON 1150	Intro. to Macro Economics .....	3
	PSY 1010	Intro. to Psychology (*Soc Sci) .....	3	PHIL 1020	Critical Thinking (*Hum) .....	3
	*	Natural Science Lecture .....	3		Non-Business Elective .....	1
	<b>Total 16 hours</b>			<b>Total 16 hours</b>		
<b>Sophomore</b> Year	BUAD 2040	Financial Accounting Info .....	3	BUAD 2050	Accounting for Decision Making .....	3
	BUAD 2060	Data Analysis for Business .....	3	BUAD 2070	Application of Statistics .....	3
	ECON 1200	Intro. to Micro Economics. ....	3	BUAD 2080	Global Environment of Business .....	3
	*	Natural Science Lecture .....	3	*	Multicultural Non-Western .....	3
	*	Multi-Cultural U.S. Diversity .....	3	COMM 3820	Persuasion Theory/ Comm Elect .....	4
	BUAD 2000	Career Development I .....	1			
	<b>Total 16 hours</b>			<b>Total 16 hours</b>		
<b>Junior</b> Year	BUAD 3010	Principles of Marketing .....	3	BUAD 3020	Manufacturing & Service Systems .....	3
	BUAD 3030	Managerial & Behv Processes .....	3	PSLS 3080	Purchasing/Bus. Rel. Mgmt. ....	3
	BUAD 3040	Principles of Financial Mgmt .....	3	PSLS 3440	Professional Sales .....	3
	BUAD 3050	Information Technology Mgmt .....	3	COMM 3840	Interpersonal Comm (*Hum) .....	4
	COMM 3880	Prof Business Communication .....	3		Business Elect/ Minor/ Emphasis .....	3
	BUAD 3000	Career Development II .....	1			
	<b>Total 16 hours</b>			<b>Total 16 hours</b>		
<b>Senior</b> Year	BUAD 3470	Legal Environment of Business .....	3	BUAD 4020	Senior Business Policy Forum .....	3
	MKTG 4540	Business Marketing .....	3	PSLS 4710	Sales Force Leadership .....	3
	PSLS 3450	Account & Territory Mgmt .....	3	PSLS 4740	Advanced Sales .....	3
	COMM	Communication Elective .....	3	PSLS 4940	Professional Sales Internship .....	3
		Business Elect/ Minor/ Emphasis .....	3		Business Elect/ Minor/ Emphasis .....	3
	<b>Total 15 hours</b>			<b>Total 15 hours</b>		

NOTES: \* Select from approved University CORE, See Degree Audit for course selections.

^ Computer Proficiency Course or Non-Business Elective