

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

Sample Part-Time Plan of Study

	Fall Semester	Spring Semester	Summer Semester
Year 1	BUAD 1000 Orientation 1 ENGL 1110 College Comp. I 3 MATH 1260 Calculus w/ Bus Appl I 3 Total 7	ENGL 2690 Org. Report Writing 3 MATH 1270 Calculus w/ Bus Appl II 3 Total 6	BUAD 1010 Into to Business 3 PSY 1010 Intro to Psy (*SocSci) 3 Total 6
Year 2	BUAD 1020 Micro-Computer Appl. 3 * Natural Science Lecture 3 Non-Business Elective 1 Total 7	ECON 1150 Intro Macro Economics 3 PHIL 1020 Critical Thinking (*Hum) 3 Total 6	ECON 1200 Intro Micro Economics ... 3 BUAD 2060 Data Analysis for Bus ... 3 Total 6
Year 3	BUAD 2070 Application of Stats. 3 Natural Science Lecture 3 MC-Non-Western 3 Total 9	BUAD 2040 Financial Acct. Info. 3 BUAD 2080 Global Env of Business 3 BUAD 2000 Career Development I 1 Total 7	BUAD 2050 Acct. for Dec. Making ... 3 COMM 3840 Intrprsnl Comm (*Hum) ... 4 Total 7
Year 4	BUAD 3010 Principles of Marketing 3 BUAD 3040 Principles of Fin. Mgmt. 3 BUAD 3030 Mgmt & Behv Processes ... 3 Total 9	PSLS 3080 Purchasing & Bus Rel 3 BUAD 3020 Manufac. & Service Sys ... 3 BUAD 3000 Career Development II 1 Total 7	PSLS 3440 Professional Sales 3 BUAD 3470 Legal Env of Business ... 3 Total 6
Year 5	PSLS 3450 Acct. & Territory Mgmt. 3 COMM 3820 Pers Theory/ Comm Elect ... 4 Total 7	PSLS 4710 Sales Force Leadership ... 3 MKTG 4540 Business Marketing 3 Business Elect/ Minor 3 Total 9	BUAD 3050 Info Tech Mgmt. 3 COMM 3880 Prof Business Comm ... 3 Total 6
Year 6	BUAD 4020 Senior Business Policy 3 Business Elect/ Minor 3 Total 6	PSLS 4740 Advanced Sales 3 Business Elect/ Minor 3 COMM Communications Elective ... 3 Total 9	PSLS 4940 Sales Internship 3 * MC- US Diversity 3 Total 6

Check Degree Audit for Specific Catalog Year & Degree Requirements

.....

|