



INFORMATION SYSTEMS

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. Hong, or Dr. Pullins today for more information or questions.

Office of Student Retention and Academic Success

Savage & Associates Business Complex Room 3130

Phone: 419.530.2087 Fax: 419.530.5353

COBladvising@utoledo.edu

Information Systems: Dr. Hong 419.530.2054, Paul.Hong@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

Information Systems (INFS)	Professional Sales (PSLS)
Required (3)	Required (6)
INFS 3380 Web Application Development I	PSLS 3080 Purchasing & Business Relationship Management
INFS 3770 Data Base Management System	PSLS 3440 Professional Sales
INFS 4510 Systems Analysis & Design*	PSLS 3450 Sales Technologies and Strategies*
	PSLS 4710 Sales Force Leadership
Electives (pick 4)	PSLS 4740 Advanced Sales
PSLS 3450 Sales Technologies and Strategies*	PSLS 4940 Sales Internship
INFS 3150 Principles of Structured Computer Programming and Problem	
INFS 3250 Software Applications in Business	Electives (pick 1)
INFS 3370 Business Data Communications	INFS 4510 Systems Analysis & Design*
INFS 3780 Enterprise Wide System Management	
INFS 3980 Contemporary Topics	
INFS 4300 Web Application Development II	
INFS 4620 Enterprise Database Systems	
INFS 4940 Information Systems Internship	

*Class is required and double counts for double majors only