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. Westjohn, 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

International Business: Dr. Westjohn, 419-530-2177, Stanford.Westjohn@utoledo.edu
Professional Sales: Dr. Pullins, 419-530-4273, Ellen.Pullins@utoledo.edu

International Business (IBUS) | Professional Sales (PSLS)
--- | ---
Required (4) | Required (6)
FINA 3500 International Finance | MKTG 4220 International Sourcing, Logistics and Transportation*
IBUS 3600 International Management | PSLS 3440 Professional Sales
IBUS 4360 Global Business Strategies | PSLS 3450 Account & Territory Management
MKTG 3140 International Marketing | PSLS 4710 Sales Force Leadership
MKTG 4220 International Sourcing, Logistics and Transportation* | PSLS 4740 Advanced Sales
IBUS 4940 or other 3000/4000 business class | PSLS 4940 Sales Internship

Electives (pick 2) | Electives (pick 1)
PSLS 4500 International Sales Negotiations* | PSLS 4500 International Sales Negotiations*
MKTG 4220 International Sourcing, Logistics and Transportation*

*Class is required and double counts for double majors only

“The international multifunctional teams I serve on have an ultimate goal of selling to a customer – both internal or external. The professional sales curriculum at UT has been critical in giving me an edge.”

Bryan Minges
Global Product Manager
Owens Corning

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