



OPERATIONS/SUPPLY CHAIN 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 those projects
- Building relationships and understanding with clients

Next Steps

Contact your advisor, Dr. Paul 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

Operations/Supply Chain: Dr. Hong 419.530.2054, Paul.Hong@utoledo.edu

Professional Sales: Dr. Pullins, 419-530-4273, Ellen.Pullins@utoledo.edu

“For distributors, the best way to grow sales is to remove supply chain waste. If your organization solves problems better or faster than competitors, you will win most of the time.”

*Gene Humes, National Accounts
Director of Implementation,
Fastenal*

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

Operations/Supply Chain Management (OSCM)	Professional Sales (PSLS)
Required (6)	Required (6)
<i>PSLS 3080 Purchasing & Business Relationship Management*</i>	<i>PSLS 3080 Purchasing & Business Relationship Management*</i>
OSCM 3340 Quality Management	PSLS 3440 Professional Sales
OSCM 3610 Production Planning and Control	PSLS 3450 Sales Technologies and Strategies
<i>OSCM 3660 Strategic Sourcing*</i>	PSLS 4710 Sales Force Leadership
MKTG 3130 Supply Chain Management	PSLS 4740 Advanced Sales
EBUS 3090 E-Commerce and the Networked Economy	PSLS 4940 Sales Internship
Plus (1)	Electives (pick 1)
OPMT 4940 or 3000/4000 level business elective	<i>OSCM 3660 Strategic Sourcing*</i>

*Class is required and double counts for double majors only