



ORGANIZATIONAL LEADERSHIP AND 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 employees and clients**

Next Steps

Contact your advisor, Dr. Yonker, or Dr. Pullins today for more information or questions.

Office of Student Retention and Academic Success

Savage & Associates Business Complex Room 3130

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Management: Dr. Yonker, 419-530-4611, Robert.Yonker@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

Organizational Leadership and Management (MGMT)	Professional Sales (PSLS)
Required (7)	Required (6)
HURM 3220 Human Resource Management	PSLS 3080 Purchasing & Business Relationship Management
<i>PSLS 4710 Sales Force Leadership*</i>	PSLS 3440 Professional Sales
<i>MGMT 3630 Conflict Management: Mediation and Negotiations*</i>	PSLS 3450 Sales Technologies and Strategies
MGMT 3770 Ethics in Leadership and Management	<i>PSLS 4710 Sales Force Leadership*</i>
MGMT 4210 Leading and Managing Organizational Improvement	PSLS 4740 Advanced Sales
MGMT 4330 Organizational Leadership and Management Practicum	PSLS 4940 Sales Internship
MGMT 4780 Leadership and Managerial Competencies	
Electives (0)	Electives (pick 1)
	<i>MGMT 3630 Conflict Management: Mediation and Negotiations*</i>

*Class is required and double counts for double majors only