The University of Toledo - College of Business and Innovation - Schmidt School of Professional Sales
EXECUTIVE MASTER IN SALES LEADERSHIP
Tentative Schedule for Cohort (Begins Spring 2020)

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<th>Orientation</th>
<th>January 10-11, 2020</th>
<th>Orientation at University of Toledo (Toledo, Ohio)</th>
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### Spring Term - 2 Courses

January 20, 2020 - May 2, 2020
- EMSL6000 - Sales Leadership (4 cr.) - Pullins
- EMSL6400 - Sales Talent Management (4cr.) - Mallin

Capstone Residency - May 1-2 (Location TBD)

### Summer Term - 2 Courses

May 11, 2020 - August 22, 2020
- EMSL6300 - Sales Automation & Technology (4cr.) - LeBon
- EMSL6500 - Sales Motivation & Performance (4cr.) - Peterson

Capstone Residency - August 21-22 (Location TBD)

### Fall Term - 2 Courses

August 31, 2020 - December 12, 2020
- EMSL6100 - Sales Planning & Enablement (4cr.) - Reid
- EMSL6200 - Sales Analytics (4cr.) - Johnson/Gillstrap

Capstone Residency - December 11-12 (Location TBD)

### Spring Term - 3 Courses

January 18, 2021 - May 1, 2021
- EMSL6701 - Integrated Learning Capstone I (2cr.)
- EMSL6702 - Integrated Learning Capstone II (2cr.)
- EMSL6703 - Integrated Learning Capstone III (2cr.)

Orientation at University of Toledo (Toledo, Ohio)