

PROFESSIONAL SALES (B.B.A.)

Recommended

- A Global Learning (GL) experience (<http://catalog.walsh.edu/undergraduate/academic-services/#globallearning>)

Required

- General Education Requirements (<http://catalog.walsh.edu/undergraduate/general-education-curriculum/>)
- Internship
- Business Core Program (48 sem. hrs.)
- Professional Sales Requirements (27 sem. hrs.)

Business Core Program (48 hours)

An adult learner enrolled in the DSoB Degree Completion Program and matriculating through the Digital Campus is exempt from BUS 001 and BUS 002 .

Code	Title	Hours
BUS 001	Business Power Skills 1	0
BUS 002	Business Power Skills 2	0
BUS 106	Introduction to Excel	3
BUS 207	Financial Accounting	3
BUS 208	Managerial Accounting	3
BUS 209	Corporate Financial Mgmt	3
BUS 231	Business Law	3
BUS 232	FD: Business Statistics	3
BUS 233	Principles of Marketing	3
BUS 234	TH1:CIT: Principles of Mgmt	3
BUS 350	Intermediate Excel	3
BUS 360	H1:GL:DV:Cross-Cultural Mgmt	3
BUS 362	Management Information Sys	3
BUS 364	Business Research & Analytics	3
BUS 417	Operations Management	3
BUS 465	H3:GL:CIT:StrategicMgmtCapston	3
ECON 203	FD:T1:Global Microeconomics	3
ECON 204	FD: Global Macroeconomics	3
Professional Sales Major Courses (From Walsh)		18
BUS 309	DM:DV: Consumer Behavior	
BUS 311	Marketing Research	
BUS 385	DV:Business Internship	
BUS 416	DM: Marketing Strategy	
BUS 426	Sales Management	
BUS 430	Digital Marketing	
LCMC Consortium Courses:		9
PSL 229	Negotiations in Bus & Sales	
PSL 403	Sales and Leadership	
PSL 404	Adv Relat-Driven Prof Selling	
Total Hours		75