

K-STATE BUSINESS

CURRICULUM CHECKLIST

PROFESSIONAL STRATEGIC SELLING – BACHELOR OF SCIENCE

STUDENT NAME: _____

WID: _____

BAPP Requirements:			45 hrs
Communication Core Courses:			11 hrs
ENGL 100	Expository Writing 1		3
ENGL 200	Expository Writing 2		3
COMM 105	Public Speaking 1A		2
ENGL 417	Written Comm. for the Workplace		3
Quantitative Core Courses:			18 hrs
MATH 100	College Algebra		3
MATH 205	General Calculus and Linear Algebra		3
STAT 350	Business Economics Statistics I		3
STAT 351	Business Economics Statistics II		3
ECON 110	Principles of Macroeconomics		3
ECON 120	Principles of Microeconomics		3
K-State 8 Non-Business Courses:			16 hrs
	Aesthetic Experience and Interpretive Understanding		3
	Global Issues and Perspectives		3
	Human Diversity within the U.S.		3
	Natural and Physical Science (with Lab)		4
	Historical Perspectives		3
Business Core Requirements:			30 hrs
GENBA 105	Business Orientation		0
GENBA 110	Business Foundations		3
GENBA 166	Business Information Technology Skills Proficiency		0
GENBA 205	Career Accelerator		0
ACCTG 231	Accounting for Business Operations <i>(pre-req: Math 100 & GENBA 110 or Sophomore Standing)</i>		3
ACCTG 241	Accounting for Investing and Financing <i>(pre-req: ACCTG 231)</i>		3
FINAN 450	Principles of Finance <i>(pre-req: ACCTG 231; co-req: ECON 110 or 120 & STAT 350)</i>		3
MKTG 400	Introduction to Marketing		3
MANGT 366	Information Technology for Business <i>(pre-req: GENBA 166)</i>		3
MANGT 420	Principles of Management		3
MANGT 421	Introduction to Operations and Supply Chain Management <i>(pre-req: Sophomore Standing)</i>		3
MANGT 595	Business Strategy <i>(pre-req: CBA Majors ONLY, 75 credit hours completed, FINAN 450, MANGT 420, SALES 400)</i>		3
MANGT 596	Business Ethics Corporate Citizenship <i>(pre-req: CBA Majors ONLY, 75 credit hours completed MANGT 420, SALES 400; co-req: FINAN 450)</i>		3

Professional Strategic Selling Major Courses:			45 hrs
Major Field Requirements:			18 hrs
SALES 542	Fundamentals of Professional Selling <i>(pre-req: MKTG 400 or concurrent)</i>		3
SALES 555	Sales Technology <i>(pre-req: SALES 542, Accepted into PSS Major or Certificate)</i>		3
SALES 560	Sales Force Leadership <i>(pre-req: SALES 542, Accepted into PSS Major or Certificate)</i>		3
SALES 565	Customer Relationship Management <i>(pre-req: SALES 542, Accepted into PSS Major or Certificate)</i>		3
SALES 570	Advanced Selling <i>(pre-req: SALES 555, Accepted into PSS Major or Certificate)</i>		3
SALES 499	Sales Practicum <i>(pre-req: SALES 542, Instructor Permission, Accepted into PSS Major or Certificate)</i>		3
Major Field Electives:			9 hrs
MKTG 496	Topic: International Business Development <i>(pre-req: MKTG 400)</i>		3
MKTG 496	Topic: Relationship Marketing <i>(pre-req: MKTG 400)</i>		3
MKTG 545	Marketing Channels <i>(pre-req: MKTG 400)</i>		3
MKTG 550	Business to Business Marketing <i>(pre-req: MKTG 400)</i>		3
SALES 561	Sales Negotiation		3
SALES 562	Key Account Management <i>(pre-req: SALES 542)</i>		3
SALES 563	Cooperation Selling <i>(pre-req: SALES 542)</i>		3
MKTG 580	Marketing Analytics Fundamentals <i>(pre-req: STAT 350 or equivalent)</i>		3
MKTG 581	Applications of Marketing Analytics <i>(pre-req: STAT 350 or equivalent)</i>		3
Economics Electives:			3 hrs
ECON 510+			3
Unrestricted Electives: <i>(any course offered by the University 100 level or above)</i>			15 hrs

For information on transfer credit and equivalency, visit:
k-state.edu/prior-learning

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1001 Business Building
@KStateBusiness

K-STATE BUSINESS

CURRICULUM CHECKLIST

120 TOTAL CREDIT HOURS

SEMESTER 1		
MATH 100	College Algebra	3
GENBA 110	Business Foundations	3
GENBA 105	Business Orientation	0
ENGL 100	Expository Writing 1	3
K-STATE 8	Global Issues & Perspectives	3
K-STATE 8	Aesth. Exp. & Interpretive Understanding	3
		15

SEMESTER 2		
MATH 205	General Calculus & Linear Algebra	3
ECON 110	Principles of Macroeconomics	3
MKTG 400	Introduction to Marketing	3
GENBA 166	Business Info Technology Skill Proficiency	0
COMM 105	Public Speaking 1A	2
K-STATE 8	Natural & Physical Science (with Lab)	4
		15

SEMESTER 3		
ECON 120	Principles of Microeconomics	3
MANGT 420	Principles of Management	3
SALES 542	Fundamentals of Professional Selling	3
ENGL 200	Expository Writing 2	3
GENBA 205	Career Accelerator	0
K-STATE 8	Human Diversity within the U.S.	3
		15

SEMESTER 4		
ACCTG 231	Accounting for Business Operations	3
STAT 350	Business Economics Statistics I	3
SALES 555	Sales Technology	3
SALES ELEC	Sales Elective	3
K-STATE 8	Historical Perspectives	3
		15

SEMESTER 5		
ACCTG 241	Accounting for Investing & Financing	3
STAT 351	Business Economics Statistics II	3
SALES 560	Sales Force Leadership	3
SALES ELEC	Sales Elective	3
ELECTIVE	Unrestricted Elective	3
		15

SEMESTER 6		
FINAN 450	Principles of Finance	3
MANGT 421	Intro to Operations & Supply Chain Mangt	3
SALES 570	Advanced Selling	3
MANGT 366	Information Technology for Business	3
ELECTIVE	Unrestricted Elective	3
		15

SEMESTER 7		
MANGT 595	Business Strategy	3
SALES ELEC	Sales Elective	3
SALES 499	Sales Practicum (Summer Only)	3
ECON 510+	Economics Elective	3
ELECTIVE	Unrestricted Elective	3
		15

SEMESTER 8		
MANGT 596	Business Ethics & Corporate Citizenship	3
SALES 565	Customer Relationship Management	3
ENGL 417	Written Communication for the Workplace	3
ELECTIVE	Unrestricted Elective	3
ELECTIVE	Unrestricted Elective	3
		15

Requirements for Professional Strategic Selling Major

1. Completed 45-60 credit hours
2. Minimum 2.5 K-State cumulative GPA
3. Admission through separate application

Note: Transfer GPA will not be considered in determining eligibility to enter a major. Only the K-State GPA is applicable. However, ALL hours (K-State and any transfer hours) are included in the 45-60 hours.

Graduation Checklist

- Minimum 120 credits hours
- 60 of 120 hrs @ 4-year University
- 30 of 120 hrs @ K-State
- 20 of last 30 hrs @ K-State
- Under 100-level courses do not apply
- Deduct repeat courses in current semester