

K-STATE BUSINESS

CURRICULUM CHECKLIST

PROFESSIONAL STRATEGIC SELLING – BACHELOR OF SCIENCE

STUDENT NAME: _____

WID: _____

General Education / Program Requirements			
English & Communication General Education Courses:			
B1	ENGL 100	Expository Writing 1	3
B1	ENGL 200	Expository Writing 2	3
B2	COMM 106	Public Speaking	3
Non-Business Quantitative Program Requisite Courses:			
	MATH 100	College Algebra	3
B3	MATH 205	General Calculus and Linear Algebra	3
	STAT 250	Business Economics Statistics I	3
B5	ECON 110	Principles of Macroeconomics	3
	ECON 120	Principles of Microeconomics	3
General Education Courses:			
B4	Natural and Physical Science (with Lab)		4
B5	Social & Behavioral		3
B6	Arts & Humanities		3
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Program Requirements:			
	GENBA 105	Business Orientation	1
	GENBA 205	Career Accelerator	1
	ENTRP 340	Business Innovation and the Entrepreneurial Mindset	3
B7	ACCTG 231	Managerial Accounting <i>(pre-req or co-req: Math 100)</i>	3
B7	ACCTG 241	Financial Accounting <i>(pre-req: ACCTG 231)</i>	3
	FINAN 450	Principles of Finance <i>(pre-req: ACCTG 231; co-req: ECON 110 or 120 & STAT 250)</i>	3
	MKTG 250	Introduction to Marketing	3
	MANGT 220	Principles of Management	3
	MANGT 366	Introduction to Business Analytics and Information Systems	3
	MANGT 421	Introduction to Operations and Supply Chain Management	3
	MANGT 595	Strategic Management <i>(pre-req: CBA Majors ONLY, 75 credit hours completed, FINAN 450, MANGT 220, MKTG 400)</i>	3
	MANGT 596	Business Ethics Corporate Citizenship <i>(pre-req: CBA Majors ONLY, 75 credit hours completed MANGT 220, MKTG 250; co-req: FINAN 450)</i>	3

For class descriptions and prerequisites, visit: catalog.k-state.edu

Approved curriculum for Fall 2024. Requirements and course options are subject to change. Please check the College of Business website for the most up-to-date information on the program requirements.

Professional Strategic Selling Major Courses:			
Major Field Requirements:			
	SALES 542	Fundamentals of Prof. Selling	3
	SALES 555	Sales Technology	3
	SALES 560	Sales Force Leadership	3
	SALES 565	Cust. Relationship Management	3
	SALES 570	Advanced Selling	3
	SALES 499	Sales Practicum	3
	MKTG 580	Mktg Analytics Fund Or	3
	STAT 351	Bus/Econ Statistics II	
Major Field Electives (9 hrs)			
	SALES 496	Special topics in Sales	3
	SALES 498	Independent Study in Sales	3
	SALES 561	Sales Negotiation	3
	SALES 562	Key Account Management	3
	SALES 563	Cooperation Selling	3
Economics Elective: Choose one (3 hrs)			
	ECON	Econ 510 or 520 or 524	3
Restricted Elective: Choose one (3 hrs)			
	ACCTG 445	Financial Statement Analysis	3
	ENGL 417	Written Communication for Work	3
	FINAN 451	Intro Integrated Inv Mangt	3
	GENBA 145	Business & Society	3
	SALES 542	Fundamentals of Professional Selling	3
Unrestricted Electives: 6-15 hrs <i>(any course offered by the University 100 level or above)</i>			

For information on prior learning and transfer credit equivalency, see the K-State Admissions website for details.

Graduation Checklist

- ___ Minimum 120 credits hours
- ___ 60 of 120 hrs @ 4-year University
- ___ 30 of 120 hrs @ K-State
- ___ 15 of last 30 hrs @ K-State
- ___ Under 100-level courses do not apply
- ___ Deduct repeat courses in current semester

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 1001 Business Building
 @KStateBusiness

K-STATE BUSINESS

CURRICULUM CHECKLIST

120 TOTAL CREDIT HOURS

SEMESTER 1		
MKTG 250	Introduction to Marketing	3
MATH 100	College Algebra	3
ENGL 100	Expository Writing 1	3
ENTRP 340	Business Innovation & the Entrepreneurial Mindset	3
Gen. Ed.	Natural & Physical Science (with Lab)	4
GENBA 105	Business Orientation	1
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SEMESTER 2		
MANGT 220	Principles of Management	3
MATH 205	General Calculus & Linear Algebra	3
COMM 106	Public Speaking	3
ECON 110	Principles of Macroeconomics	3
Gen. Ed.	Arts & Humanities	3
		15

SEMESTER 3		
SALES 542	Fundamentals of Prof. Selling	3
ACCTG 231	Managerial Accounting	3
ECON 120	Principles of Microeconomics	3
ENGL 200	Expository Writing 2	3
Gen. Ed.	Arts & Humanities	3
GENBA 205	Career Accelerator	1
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SEMESTER 4		
SALES 555	Sales Technology	3
ACCTG 241	Financial Accounting	3
STAT 250	Business Economics Statistics I	3
MANGT 366	Introduction to Business Analytics and Information Systems	3
Gen. Ed.	Social & Behavioral	3
	*Apply for Professional Strategic Selling Major	15

SEMESTER 5		
SALES 560	Sales Force Leadership	3
SALES 565	Cust. Relationship Management	3
FINAN 450	Principles of Finance	3
R. ELECTIVE	Restricted Elective	3
U. ELECTIVE	Unrestricted Elective	3
		15

SEMESTER 6		
SALES 570	Advanced Selling	3
SALES	Sales Elective	3
U. ELECTIVE	Unrestricted Elective	3
U. ELECTIVE	Unrestricted Elective	3
SALES 499	Sales Practicum (Summer)	3
		15

SEMESTER 7		
SALES	Sales Elective	3
MANGT 595	Strategic Management	3
MANGT 421	Introduction to Operations & Supply Chain Management	3
ECON	Economics Elective	3
U. ELECTIVE	Unrestricted Elective	3
		15

SEMESTER 8		
SALES	Sales Analytics Elective	3
SALES	Sales Elective	3
MANGT 596	Business Ethics & Corporate Citizenship	3
U. ELECTIVE	Unrestricted Elective	3
		12