

# K-STATE BUSINESS

## CURRICULUM CHECKLIST

### PROFESSIONAL STRATEGIC SELLING – BACHELOR OF SCIENCE

STUDENT NAME: \_\_\_\_\_

WID: \_\_\_\_\_

General Education / Program Requirements			
<b>English &amp; Communication General Education Courses:</b>			
<b>B1</b>	ENGL 100	Expository Writing 1	3
<b>B1</b>	ENGL 200	Expository Writing 2	3
<b>B2</b>	COMM 106	Public Speaking	3
<b>Non-Business Quantitative Program Requisite Courses:</b>			
	MATH 100	College Algebra	3
<b>B3</b>	MATH 205	General Calculus and Linear Algebra	3
	STAT 250	Business Economics Statistics I	3
<b>B5</b>	ECON 110	Principles of Macroeconomics	3
	ECON 120	Principles of Microeconomics	3
<b>General Education Courses:</b>			
<b>B4</b>	Natural and Physical Science (with Lab)		4
<b>B5</b>	Social & Behavioral		3
<b>B6</b>	Arts & Humanities		3
<b>B6</b>	Arts & Humanities		3
<b>Program Requirements:</b>			
	GENBA 105	Business Orientation	1
	GENBA 205	Career Accelerator	1
	ENTRP 340	Business Innovation and the Entrepreneurial Mindset	3
<b>B7</b>	ACCTG 231	Managerial Accounting <i>(pre-req or co-req: Math 100)</i>	3
<b>B7</b>	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 &amp; 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 250)</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

Professional Strategic Selling Major Courses:			
<b>Major Field Requirements:</b>			
	SALES 300	Fundamentals of Prof. Selling	3
	SALES 450	Sales Technology	3
	SALES 451	Sales Force Leadership	3
	SALES 452	Cust. Relationship Management	3
	SALES 453	Advanced Selling	3
	SALES 454	Sales Practicum	3
	MKTG 480	Mktg Analytics Fund Or	3
	STAT 351	Bus/Econ Statistics II	
<b>Major Field Electives (9 hrs)</b>			
	SALES 496	Special topics in Sales	3
	SALES 498	Independent Study in Sales	3
	SALES 455	Sales Negotiation	3
	SALES 456	Key Account Management	3
	SALES 457	Cooperation Selling	3
<b>Economics Elective: Choose one (3 hrs)</b>			
	ECON	Econ 510 or 520	3
<b>Restricted Elective: Choose one (3 hrs)</b>			
	ACCTG 445	Financial Statement Analysis	3
	ENGL 417	Written Communication for Work	3
	MANGT 230	Business Law I	
	FINAN 451	Intro Integrated Inv Mangt	3
	GENBA 145	Business & Society	3
<b>Unrestricted Electives: 6-15 hrs</b> <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

For class descriptions and prerequisites, visit: [catalog.k-state.edu](http://catalog.k-state.edu)

Approved curriculum for Fall 2025. 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.

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 1001 Business Building  
 @KStateBusiness

# K-STATE BUSINESS

## CURRICULUM CHECKLIST

### 120 TOTAL CREDIT HOURS

SEMESTER 1		
<b>MKTG 250</b>	Introduction to Marketing	3
<b>MATH 100</b>	College Algebra	3
<b>ENGL 100</b>	Expository Writing 1	3
<b>ENTRP 340</b>	Business Innovation & the Entrepreneurial Mindset	3
<b>Gen. Ed.</b>	Natural & Physical Science (with Lab)	4
<b>GENBA 105</b>	Business Orientation	1
		17

SEMESTER 2		
<b>MANGT 220</b>	Principles of Management	3
<b>MATH 205</b>	General Calculus & Linear Algebra	3
<b>COMM 106</b>	Public Speaking	3
<b>ECON 110</b>	Principles of Macroeconomics	3
<b>Gen. Ed.</b>	Arts & Humanities	3
		15

SEMESTER 3		
<b>SALES 300</b>	Fundamentals of Prof. Selling	3
<b>ACCTG 231</b>	Managerial Accounting	3
<b>ECON 120</b>	Principles of Microeconomics	3
<b>ENGL 200</b>	Expository Writing 2	3
<b>Gen. Ed.</b>	Arts & Humanities	3
<b>GENBA 205</b>	Career Accelerator	1
		16

SEMESTER 4		
<b>SALES 450</b>	Sales Technology	3
<b>ACCTG 241</b>	Financial Accounting	3
<b>STAT 250</b>	Business Economics Statistics I	3
<b>MANGT 366</b>	Introduction to Business Analytics and Information Systems	3
<b>Gen. Ed.</b>	Social & Behavioral	3
	*Apply for Professional Strategic Selling Major	15

SEMESTER 5		
<b>SALES 451</b>	Sales Force Leadership	3
<b>SALES 452</b>	Cust. Relationship Management	3
<b>FINAN 450</b>	Principles of Finance	3
<b>R. ELECTIVE</b>	Restricted Elective	3
<b>U. ELECTIVE</b>	Unrestricted Elective	3
		15

SEMESTER 6		
<b>SALES 453</b>	Advanced Selling	3
<b>SALES</b>	Sales Elective	3
<b>U. ELECTIVE</b>	Unrestricted Elective	3
<b>U. ELECTIVE</b>	Unrestricted Elective	3
<b>SALES 454</b>	Sales Practicum (Summer)	3
		15

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

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