

# K-STATE BUSINESS

## CURRICULUM CHECKLIST

### PROFESSIONAL STRATEGIC SELLING – BACHELOR OF SCIENCE

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

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

<b>BAPP Requirements:</b>		<b>45 hrs</b>
<b>Communication Core Courses:</b>		<b>11 hrs</b>
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
<b>Quantitative Core Courses:</b>		<b>18 hrs</b>
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
<b>K-State 8 Non-Business Courses:</b>		<b>16 hrs</b>
	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
<b>Business Core Requirements:</b>		<b>30 hrs</b>
GENBA 105	Business Orientation	0
GENBA 205	Career Accelerator	0
ENTRP 340	Business Innovation and the Entrepreneurial Mindset	3
ACCTG 231	Accounting for Business Operations <i>(pre-req or co-req: Math 100)</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 &amp; STAT 350)</i>	3
MKTG 400	Introduction to Marketing	3
MANGT 366	Introduction to Business Analytics and Information Systems	3
MANGT 420	Principles of Management	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 420, MKTG 400)</i>	3
MANGT 596	Business Ethics Corporate Citizenship <i>(pre-req: CBA Majors ONLY, 75 credit hours completed MANGT 420, MKTG 400; co-req: FINAN 450)</i>	3

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

#### 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, which are processed twice a year. The fall semester deadline is October 1. The spring semester deadline is March 1.

**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

For information on transfer credit and equivalency, visit:  
[k-state.edu/prior-learning](http://k-state.edu/prior-learning)

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

Approved curriculum for Fall 2022. 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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# K-STATE BUSINESS

## CURRICULUM CHECKLIST

### 120 TOTAL CREDIT HOURS

SEMESTER 1		
MATH 100	College Algebra	3
ENTRP 340	Business Innovation & the Entrepreneurial Mindset	3
ENGL 100	Expository Writing 1	3
K-STATE 8	Global Issues & Perspectives	3
K-STATE 8	Aesthetic Experience & Interpretive Understanding	3
GENBA 105	Business Orientation	0
		15

SEMESTER 2		
MATH 205	General Calculus & Linear Algebra	3
ECON 110	Principles of Macroeconomics	3
MANGT 420	Principles of Management	3
COMM 105	Public Speaking 1A	2
K-STATE 8	Natural & Physical Science (with Lab)	4
		15

SEMESTER 3		
MKTG 400	Introduction to Marketing	3
SALES 542	Fundamentals of Professional Selling	3
ECON 120	Principles of Microeconomics	3
ENGL 200	Expository Writing 2	3
K-STATE 8	Human Diversity within the U.S.	3
GENBA 205	Career Accelerator	0
		15

SEMESTER 4		
MKTG 550	Business-to-Business Marketing	3
SALES ELEC	Sales Elective	3
ACCTG 231	Accounting for Business Operations	3
STAT 350	Business Economics Statistics I	3
K-STATE 8	Historical Perspectives	3
		15

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

SEMESTER 6		
SALES 570	Advanced Selling	3
MANGT 421	Introduction to Operations & Supply Chain Management	3
MANGT 366	Introduction to Business Analytics and Information Systems	3
FINAN 450	Principles of Finance	3
ELECTIVE	Unrestricted Elective	3
		15

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

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