

Student: _____ PUID: _____ Catalog Term: _____

Additional Majors: _____ Minors: _____

Selling & Sales Management Core (University Foundational Learning Outcomes) (16-22 credits)

- ___(4-3) ENGL 10600 First-Year Composition or ENGL 10800 Accelerated First-Year Composition **[Written Communication and Information Literacy]**
- ___(3) COM 11400 Fundamentals of Speech Communication **[Oral Communication]**
- ___() _____ **[Science]** – select from University list
- ___() _____ **[Science]** – select from University list
- ___() _____ **[Humanities]** – select from University list
- ___(3) PSY 12000 Elementary Psychology **[Behavior/Social Science]**
- ___() _____ ***** [Quantitative Reasoning] ***fulfilled by MA 15300 or MA 16010**
- ___() _____ **[Science, Technology & Society]** – select from University list (**IF** STAT 11300 is selected for other requirements, this requirement is fulfilled)

Required Courses in Other Departments (48-60 credits)

- ___(3) CS 11000 Introduction to Computers or CS 23500 Introduction to Organizational Computing or CNIT 13600 Personal Computing Technology & Applications
- ___(3) COM _____ *Select any COM course*
- ___(3) COM 31800 Principles of Persuasion
- ___(3) ECON 21000 Principles of Economics or AGEC 21700 Economics or ECON 25100 Microeconomics or ECON 25200 Macroeconomics
- ___(3) ENGL 42000 Business Writing or ENGL 42100 Technical Writing or SPAN 42400 Business Spanish
- ___(3) HTM 14100 Financial Accounting for the Service Industries or MGMT 20000 Introductory Accounting
- ___(3) HTM 24100 Managerial Accounting & Financial Management in Hospitality Operations or MGMT 20100 Management Accounting I
- ___(3) MA 16010 Applied Calculus I or higher from University list **OR [Fulfills Quantitative Reasoning Core]**
- ___(3) MA 15300 Algebra & Trigonometry I **AND [Fulfills Quantitative Reasoning Core]**
- ___(3) MA 15400 Algebra & Trigonometry II
- ___(3) MGMT 32300 Introduction to Marketing Analysis or AGEC 42600 Marketing Management of Agricultural Business
- ___(3) MGMT 45500 Legal Background for Business I
- ___(3) OLS 25200 Human Relations in Organizations or OLS 27400 Applied Leadership
- ___(3) _____ *OLS or COM Selective – select any OLS or COM course*
- ___(3) SOC 10000 Introductory Sociology
- ___(3) STAT 11300 Statistics & Society or STAT 22500 Introduction to Probability Models or STAT 30100 Elementary Statistical Methods or IT 34200 Introduction to Statistical Quality (**If** STAT 11300 selected, fulfills **Science, Technology, & Society Core**)

(6-15) *Select a Minor (Purdue West Lafayette campus) or Entrepreneurship Certificate*

- ___() _____
- ___() _____
- ___() _____
- ___() _____

Major Requirements (36-38 credits)

- ___(3) AGEC 33100 Principles of Selling in Agricultural Business
- ___(1) CSR 10000 Introduction to CSR
- ___(1) CSR 20000 Professional Development in Consumer Science
- ___(3) CSR 28200 Customer Relations Management
- ___(1-3) CSR 30700 Field Experience in Selling & Sales Management or CSR 39800 International Special Topics
- ___(3) CSR 30900 Leadership Strategies
- ___(3) CSR 31500 Relationship Selling
- ___(3) CSR 33100 Consumer Behavior
- ___(3) CSR 33200 Cross Cultural Marketing & International Retailing or Approved Study Abroad Experience
- ___(3) CSR 34200 Personal Finance
- ___(3) CSR 34400 Fundamentals of Negotiations
- ___(3) CSR 40400 Strategic Issues for Sales & Retailing
- ___(3) CSR 41500 Sales Force Management
- ___(3) CSR 41800 Selling & Sales Management Capstone

Electives (0-20 credits)

- ___() _____
- ___() _____
- ___() _____
- ___() _____

120 semester credits required for Bachelor of Science degree

Revised 5/2014

Selling & Sales Management

Bachelor of Science Program
120 semester hours

Plan of Study

Sem 1 FALL	
1	CSR 10000
3	MA 15300 (UCC)
4	ENGL 10600 or (3) 10800 (UCC)
3	PSY 12000 (UCC)
3	CS 110/23500 or CNIT 13600
14 – 16 credits	

Sem 2 SPRING	
2 - 4	SCIENCE 1 of 2 ⁽¹⁾ (UCC)
3	MA 15400 (UCC)
3	COM 11400 (UCC)
3	SOC 10000 (UCC)
3	OLS 25200 or 27400
14 - 18 credits	

SUMMER	

Sem 3 FALL	
3	AGEC 33100
2 - 4	SCIENCE 1 of 2 ⁽¹⁾ (UCC)
3	HTM 14100 or MGMT 20000
3	CSR 28200
3	MINOR/CERT ⁽⁵⁾
1	CSR 20000
15 – 17 credits	

Sem 4 SPRING	
3	STAT 11300 ⁽³⁾ (UCC)
3	AGEC 21700 or ECON 210 (UCC)
3	HTM 24100 or MGMT 20100
3	COM 31800
3	MINOR/CERT ⁽⁵⁾
15 credits	

SUMMER	

Sem 5 FALL	
3	CSR 31500
3	MGMT 32300
3	CSR 33100
3	MGMT 45500
3	COM Elective _____
15 credits	

Sem 6 SPRING	
3	CSR 30900, spring only
3	CSR 41500
3	CSR 33200 or Study Abroad ⁽⁴⁾
3	COM or OLS Elective _____
3	MINOR/CERT ⁽⁵⁾
15 credits	

SUMMER	
1	CSR 30700, Sales Internship or Field Experience (1 cr). <u>Or</u> , Study Abroad Internship Program in Beijing, Dublin, London, or Sydney (6 cr). <u>Or</u> , Interns for Indiana (3 cr)
1-6 credits	

Sem 7 FALL	
3	CSR 34400
3	CSR 40400
3	CSR 34200
3	HUMANITITES ⁽²⁾ (UCC)
3	CSR 41800
15 credits	

Sem 8 SPRING	
3	Free Elective or Sci Tech Soc ⁽³⁾
3	ENGL 42000 or 42100
3	MINOR/CERT ⁽⁵⁾
3	FREE ELECTIVE
3	FREE ELECTIVE
15 credits	

- (1) **Science Options:** Two courses selected from the [University Core Curriculum](#) science options (4 – 8 hours).
- (2) **Humanities:** 3 hours selected from the [University Core Curriculum](#) humanities options.
- (3) **STAT 113** meets the Science, Technology & Society University Core competency. Student may choose STAT 225, 301, or IT 342 to fulfill the Statistics requirement but will then need to select one additional Science, Technology & Society course from the [University Core Curriculum](#).
- (4) **Approved Study Abroad** Experience is an option.
- (5) Complete a MINOR or CERTIFICATE to meet degree requirements.

University Core Curriculum:

<https://www.purdue.edu/provost/initiatives/curriculum/course.html>