

Professional Sales - Graduation MAP




It is strongly suggested you meet with your major advisor prior to your first semester to create a tailored plan that best fits your academic needs. Remember, taking an average of 15 credit hours per semester facilitates timely graduation. You can book an appointment with your advisor here: psadvising.youcanbook.me

WEBER STATE
UNIVERSITY


NAME: _____

Catalog Year: 2020 - 2021

Revised: 4/16/2020

	Course	Credit Hour	Semester Offered	Milestones & Notes
Freshman (Semester 1)				
	ENGL 2010 INTERMEDIATE COLLEGE WRITING	3	Fa, Sp, Su	<ul style="list-style-type: none">• Declare PS as your major• 'C' grade or better in all PS courses, and a final GPA of 2.0 or higher.• 'C' grade or better in CORE section of Gen Ed• 'D' grade or better in BREADTH section of Gen Ed.• Need English Placement? Visit weber.edu/Accuplacer
	PS 1143 FUNDAMENTAL SELLING TECHNIQUES	3	Fa, Sp, Su	
	PS 1303 SALES CHANNELS	3	Fa, Sp, Su	
	PS 1401 INTRO TO PROFESSIONAL SALES	1	Fa, Sp, Su	
	GEN ED PS/LS *** Do not duplicate departments	3	Fa, Sp, Su	
	LIBS 1704 Information Navigator	1	Fa, Sp, Su	
	ELECTIVE COURSE	1	Varies	
	Total Semester Credits	15		
Freshman (Semester 2)				
	PS 2603 ADVANCED SELLING TECHNIQUES	3	Fa, Sp, Su	<ul style="list-style-type: none">• Meet with your advisor to tailor a plan that meets your needs.• Do not duplicate departments in the BREADTH section of your General Education
	PS 3103 SALES PERSONALITIES AND PROFILES	3	Fa, Sp, Su	
	GEN ED SS/ DV*** Do not duplicate departments	3	Fa, Sp, Su	
	AI AMERICAN INSTITUTIONS	3	Fa, Sp, Su	
	ELECTIVE COURSE	3	Varies	
	Total Semester Credits	15		
Freshman (Optional)				
	Total Semester Credits			
Sophomore (Semester 3)				
	QUANTITATIVE LITERACY	3	Fa, Sp, Su	Math 1030 is the minimum math requirement for PS majors. Need Math Placement? Visit weber.edu/aleks
	PS 3203 CUSTOMER SERVICE TECHNIQUES	3	Fa, Sp, Su	
	PS 3563 PRINCIPLES OF SALES SUPERVISION	3	Fa, Sp, Su	
	GEN ED HU*** Do not duplicate departments	3	Fa, Sp, Su	
	PROFESSIONAL SALES SUPPORT COURSE ELECTIVE	3	Fa, Sp, Su	
	Total Semester Credits	15		
Sophomore (Semester 4)				
	GEN ED PS *** Do not duplicate departments	3	Fa, Sp, Su	<ul style="list-style-type: none">• In regard to the courses listed for Support Course Electives in the catalog, see your Professional Sales Advisor for approval on alternative course options.
	GEN ED HU or CA *** Do not duplicate departments	3	Fa, Sp, Su	
	PS 3250 BUSINESS COMMUNICATION	3	Fa, Sp, Su	
	PS 3303 TECHNOLOGY IN SALES	3	Fa, Sp, Su	
	PROFESSIONAL SALES SUPPORT COURSE ELECTIVE	3	Varies	
	Total Semester Credits	15		
Sophomore (Optional)				
	Total Semester Credits			

Avoid misadvisement! Consult your [advisor](#), the WSU Catalog (weber.edu/catalog), and your CatTracks degree evaluation (log in to your eWeber Student Portal).

	Course	Credit Hours	Semester Offered	Milestones & Notes
Junior (Semester 5)				
	GEN ED LS*** Do not duplicate departments	3	Fa, Sp, Su	
	GEN ED CA*** Do not duplicate departments	3	Fa, Sp, Su	
	PS 3363 CONTRACT & SALES NEGOTIATIONS	3	Fa, Sp, Su	
	PS 3702 DEVELOPING TEAM LEADERSHIP SKILLS	2	Fa, Sp, Su	
	PROFESSIONAL SALES SUPPORT COURSE ELECTIVE	3	Varies	
	ELECTIVE	1	Varies	
	Total Semester Credits	15		
Junior (Semester 6)				
	PS 3503 SALES FORECASTING	3	Fa, Sp, Su	• Meet with your advisor to tailor a plan that meets your needs and check support course elective plan.
	PS 3803 SALES PROPOSALS	3	Fa, Sp, Su	
	GEN ED SS *** Do not duplicate departments	3	Fa, Sp, Su	
	PROFESSIONAL SALES SUPPORT COURSE ELECTIVE	3	Varies	
	PROFESSIONAL SALES SUPPORT COURSE ELECTIVE	3	Varies	
	Total Semester Credits	15		
Junior (Optional)				
	Total Semester Credits			
Senior (Semester 7)				
	PS 4203 ETHICAL SALES AND SERVICE	3	Fa, Sp, Su	• Meet with your advisor to tailor a plan that meets your needs and prepare for senior year.
	PS 3903 SALES PRESENTATION STRATEGIES	3	Fa, Sp, Su	
	Elective Course	3	Varies	
	PROFESSIONAL SALES SUPPORT ELECTIVE	3	Varies	
	PROFESSIONAL SALES SUPPORT ELECTIVE	3	Varies	
	Total Semester Credits	15		
Senior (Semester 8)				
	PS 4993 SALES CAREER SEMINAR	3	Fa, Sp, Su	• Meet with your advisor prior to your final semester to discuss graduation. GPA required is 2.0 or higher. • Sales job or internship needed for PS 4610 and 4620.
	PS 4610 SENIOR SEMINAR PROJECT I	3	Fa, Sp, Su	
	PS 4620 SENIOR SEMINAR PROJECT II	3	Fa, Sp, Su	
	Elective Course	3	Varies	
	PROFESSIONAL SALES SUPPORT ELECTIVE	3	Varies	
	Total Semester Credits	15		
Senior (Optional)				
	Total Semester Credits			
	Total Bachelor Credits	120		

[Gen Ed Breadth Requirements \(do not duplicate departments\)](#)

<input type="checkbox"/> HU	<input type="checkbox"/> CA	<input type="checkbox"/> HU or CA
<input type="checkbox"/> SS	<input type="checkbox"/> SS	
<input type="checkbox"/> PS	<input type="checkbox"/> LS	<input type="checkbox"/> PS or LS
<input type="checkbox"/> DV (Double dip with breadth course)		

Notes:

***All degrees require 3 credit hours of Diversity (DV) credit. See the current [General Education Course List](#) for suggested DV courses that will also fill SS/HU/CA/LS General Education Requirements.

It is important to meet with your [advisor](#) on a regular basis.

