

# Professional Sales - Graduation MAP



**WEBER STATE  
UNIVERSITY**

It is strongly suggested that 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, along with regularly checking in with your advisor, facilitates timely graduation. You can book an appointment with your advisor [HERE](#).

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

Catalog Year: 2021 - 2022

Revised:4/16/2021

<input checked="" type="checkbox"/>	Course	Credit Hour	Semester Offered	Milestones & Notes
<b>Freshman (Semester 1)</b>				
	ENGL 2010 INTERMEDIATE COLLEGE WRITING	3	Fa, Sp, Su	<ul style="list-style-type: none"> <li>• <a href="#">Declare PS as your major</a></li> <li>• 'C' grade or better in all PS courses, and a final GPA of 2.0 or higher.</li> <li>• <a href="#">'C' grade or better in CORE section of Gen Ed</a></li> <li>• <a href="#">'D' grade or better in BREADTH section of Gen Ed.</a></li> <li>• <a href="#">Need English Placement? Visit weber.edu/Accuplacer</a></li> </ul>
	PS 1143 PRIN OF SELLING AND PERSUASION	3	Fa, Sp, Su	
	PS 1303 SALES CHANNELS	3	Fa, Sp, Su	
	PS 1401 INTRO TO SALES & SERVICE TECH.	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	
	<b>Total Semester Credits</b>	<b>15</b>		
<b>Freshman (Semester 2)</b>				
	PS 2603 ADVANCED SELLING TECHNIQUES	3	Fa, Sp, Su	<ul style="list-style-type: none"> <li>• <a href="#">Meet with your advisor</a> to tailor a plan that meets your needs.</li> <li>• <a href="#">Do not duplicate departments in the BREADTH section of your General Education</a></li> </ul>
	PS 3103 SALES PERSONALITIES & 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	
	<b>Total Semester Credits</b>	<b>15</b>		
<b>Freshman (Optional)</b>				
	<b>Total Semester Credits</b>			
<b>Sophomore (Semester 3)</b>				
	QUANTITATIVE LITERACY	3	Fa, Sp, Su	Math 1030 is the minimum math requirement for PS majors.  Need <a href="#">Math Placement? Visit weber.edu/aleks</a>
	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	
	<b>Total Semester Credits</b>	<b>15</b>		
<b>Sophomore (Semester 4)</b>				
	GEN ED PS *** Do not duplicate departments	3	Fa, Sp, Su	<ul style="list-style-type: none"> <li>• Support Course Elective options are available <a href="#">HERE</a>. See your <a href="#">Advisor</a> for approval on alternative course options for your Support Course Elective section.</li> </ul>
	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	
	<b>Total Semester Credits</b>	<b>15</b>		
<b>Sophomore (Optional)</b>				
	<b>Total Semester Credits</b>			

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

<input checked="" type="checkbox"/>	Course	Credit Hours	Semester Offered	Milestones & Notes
<b>Junior (Semester 5)</b>				
	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	
	<b>Total Semester Credits</b>	<b>15</b>		
<b>Junior (Semester 6)</b>				
	PS 3503 SALES FORECASTING	3	Fa, Sp, Su	<ul style="list-style-type: none"> <li>• <a href="#">Meet with your advisor</a> to tailor a plan that meets your needs and check the support course elective plan.</li> </ul>
	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	
	<b>Total Semester Credits</b>	<b>15</b>		
<b>Junior (Optional)</b>				
	<b>Total Semester Credits</b>			
<b>Senior (Semester 7)</b>				
	PS 4203 ETHICAL SALES AND SERVICE	3	Fa, Sp, Su	<ul style="list-style-type: none"> <li>• <a href="#">Meet with your advisor</a> to tailor a plan that meets your needs and prepare for senior year and senior projects.</li> </ul>
	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	
	<b>Total Semester Credits</b>	<b>15</b>		
<b>Senior (Semester 8)</b>				
	PS 4993 SALES CAREER SEMINAR	3	Fa, Sp, Su	<ul style="list-style-type: none"> <li>• <a href="#">Meet with your advisor</a> prior to your final semester to discuss graduation. GPA required is 2.0 or higher.</li> <li>• Sales job or internship needed for PS 4610 and 4620.</li> </ul>
	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	
	<b>Total Semester Credits</b>	<b>15</b>		
<b>Senior (Optional)</b>				
	<b>Total Semester Credits</b>			
	<b>Total Bachelor Credits</b>	<b>120</b>		

[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.