

Three-Year B.A.S. in Applied Business and Professional Sales

Program Admissions Requirements

There are no program admission requirements for the Three-Year B.A.S. in Applied Business and Professional Sales.

General Education

The listing below includes program requirements that also fulfill General Education requirements.

| Code | Title | Credits |
|------|---|-----------|
| | Objective 1 | 6 |
| | Objective 2 | 3 |
| | Objective 3 | 3 |
| | Objective 4 | 6 |
| | Objective 5 | 7 |
| | Objective 6 - ECON 2202 | 6 |
| | Students must fulfill Objective 7 or Objective 8 | 3 |
| | Objective 7 | |
| | Objective 8 - FIN 1115 | |
| | Objective 9 | 3 |
| | Total Credits | 37 |

Major Requirements

| Code | Title | Credits |
|-----------|---|-----------|
| BT 1111 | Applied Business Principles | 3 |
| BT 1116 | Professional Leadership Development | 1 |
| BT 1117 | Successful Workplace Communications | 3 |
| BT 1124 | Computerized Accounting | 3 |
| BT 1130 | Building Your Brand for Small Businesses | 3 |
| BT 1135 | Employees and HR Principles | 3 |
| BT 2220 | Introduction to Entrepreneurship | 3 |
| CMP 3302 | Image Management | 3 |
| CMP 3308 | Groups and Communication | 3 |
| CMP 4422 | Conflict Management | 3 |
| MKTG 2225 | Introduction to Marketing | 3 |
| MKTG 4405 | Personal Selling and Sales Force Management | 3 |
| MKTG 4406 | Business to Business Sales | 3 |
| MKTG 4407 | Advanced Sales Strategies & Tactics | 3 |
| OLP 4402 | Designing Training | 3 |
| OLP 4403 | Methods of Training | 3 |
| OLP 4404 | Evaluating Training | 3 |
| OLP 4410 | Principles of Change | 3 |
| OLP 4412 | Organizational Development | 3 |
| OLP 4444 | Ethics and Diversity in the Workplace | 3 |
| | Total Credits | 58 |

Degree Totals

| Code | Title | Credits |
|------|---|-----------|
| | Program Admission Requirements | |
| | General Education | 37 |
| | Major Requirements (Required General Education credits removed) | 58 |
| | Upper Division Free Electives | |
| | Free Electives | |
| | Total Credits | 95 |