

PROFESSIONAL SALES

Bachelor of Arts

Fall 2023

SF 101 Foundations in Christian Faith	1
##Bible/Theology Core Class (BIB107)	3
<i>GE 100 First Year Success</i>	1
<i>ENG100 Writing Foundations</i>	3
<i>GLS103 Pressing Issues</i>	2
ECN233 Microeconomics	3
BUS201 Business Essentials	3
CHP100 Chapel & Spiritual Formation	
	16

Fall 2024

<i>Fine Arts (HUM101 or HUM103)</i>	3
<i>GE 290 Career Development</i>	2
<i>History</i>	3
MTH224 Statistics (see note)	3
ACC215 Financial Accounting	3
BUS313 Business Info Systems	3
CHP100 Chapel & Spiritual Formation	
	17

Fall 2025

TH 317 Theology I	3
<i>COM205 Public Speaking</i>	3
BUS321 Business Ethics	3
BUS331 Organizational Behavior	3
**SAL205 Relationship-Driven Prof Sell	3
CHP100 Chapel & Spiritual Formation	
	15

Fall 2026

##B/T Core Class OR B/T Elective	3
<i>Literature</i>	3
BUS341 Principles of Finance	3
^^SAL340 Sales Leadership	3
^^MKT221 Email Marketing	3
	15

Spring 2024

##Bible/Theology Core Class (BIB112)	3
<i>ENG120 College Writing</i>	3
<i>~MTH110 Contemporary Math</i>	3
ECN234 Macroeconomics	3
BUS212 Principles of Management	3
CHP100 Chapel & Spiritual Formation	
	15

Spring 2025

##B/T Core Class OR B/T Elective	3
<i>Lab Science</i>	3
<i>ENG220 Critical Reading and Writing</i>	3
ACC216 Managerial Accounting	3
MKT362 Principles of Marketing & Sales	3
CHP100 Chapel & Spiritual Formation	
	15

Spring 2026

TH 318 Theology II	3
<i>Philosophy</i>	3
BUS322 Business Law Foundations	3
^^SAL212 Negotiation in Bus & Sales	3
Elective	3
CHP100 Chapel & Spiritual Formation	
	15

Spring 2027

<i>Diversity Elective</i>	3
BUS452 Business in Global Economy	3
BUS496 Strategic Management	3
^^SAL420 Adv Rel-Driven Prof Selling	3
Electives	4
	16

##Bible/Theology Core:

Choose **3** Bible classes from:
 BIB107 Genesis-Song of Solomon (Fall)
 BIB112 Gospels, Acts, Revelation (Spring)
 BIB308 Isaiah-Malachi (Spring)
 BIB315 Pauline & General Epistles (Fall)

AND take **2** theology classes:

TH 317 Theology I

TH 318 Theology II

AND take one other Bible or Theology class. Refer to course catalog (website) or your academic plan in Self-Service for options.

Liberal Arts Core:

Classes in *italics* are part of the Liberal Arts Core. Most categories have courses that are offered each semester. Please refer to the course catalog (website) or your academic plan on Self-Service for class options.

Other Program Notes:

~ May take MTH112 *College Algebra* (fall or spring) or MTH113 *Precalculus* (spring).

MTH224 also offered spring semester.

^^All SAL courses and MKT221 are full-semester online courses and are offered through the LCMC consortium. Start and end dates may be different than MU semester dates.

**Only SAL205 *Relationship-Driven Professional Selling* is specifically a fall semester course. SAL212, SAL340, and SAL420 can be taken in either fall or spring semester.