

Student: _____ PUID: _____ Catalog Term: Fall 2018

Additional Majors: _____ Minors: _____

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
- ___(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

Other Departmental / Program Course Requirements (56-63 credits)

- ___(3) CS 11000 Introduction to Computers or CS 23500 Introduction to Organizational Computing or CNIT 13600 Personal Computing Technology & Applications
- ___(3) COM 11400 Fundamentals of Speech Communication **[Satisfies Oral Communication Core]**
- ___(3) COM _____ *Select any 3 credit COM course numbered 10000-59999 except COM 11400*
- ___(3) COM 31800 Principles of Persuasion
- ___(3) ECON 21000 Principles of Economics or AGEC 21700 Economics or ECON 25100 Microeconomics or ECON 25200 Macroeconomics
- ___(4-3) ENGL 10600 First-Year Composition or ENGL 10800 Accelerated First-Year Composition **[Satisfies Written Communication Core] and [Information Literacy Core]**
- ___(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 15555 Quantitative Reasoning or *select any course from University list EXCEPT MA 13800 or PHIL 15000* **[Satisfies Quantitative Reasoning Core]**
- ___(3) MGMT 32300 Principles of Marketing
- ___(3) MGMT 45500 Legal Background for Business I
- ___(3) PSY 12000 Elementary Psychology **[Satisfies Behavior/Social Science Core]**
- ___(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, satisfies Science, Technology, & Society Core*)
- ___(3) _____ **International Selective** – *select from list*
- ___(3) _____ **[Humanities Core]** – *select from University list*
- ___(2-4) _____ **[Science Core]** – *select from University list*
- ___(2-4) _____ **[Science Core]** – *select from University list*
- ___(1-3) _____ **[Science, Technology & Society Core]** – *select from University list (If STAT 11300 is selected for other requirements, this requirement is satisfied)*

Electives (19-28 credits)

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

120 semester credits required for Bachelor of Science degree

University Foundational Learning Outcomes List: <https://www.purdue.edu/provost/initiatives/curriculum/course.html>

International Selective List (3 credits)

Any foreign language course – 20100, 20200, 30100, 30200, 40100, and 40200 not in your native language. Foreign language course cannot be taught in English

Minimum three credits taken during a study abroad experience.

AGEC 25000 - Economic Geography Of World Food And Resources

AGEC 34000 - International Economic Development

AGEC 45000 - International Agricultural Trade

ANTH 34000 - Global Perspectives On Health

ANTH 34100 - Culture And Personality

CLCS 18100 - Classical World Civilizations

CLCS 23700 - Gender And Sexuality In Greek And Roman Antiquity

CLCS 38000 - Alexander The Great and Hellenistic World

COM 22400 - Communicating In The Global Workplace

COM 30300 - Intercultural Communication

ECON 37000 - International Trade

FNR 23000 - The World's Forests And Society

HTM 37000 Sustainable Tourism and Responsible Travel

HTM 37200 Global Tourism Geography

NUTR 59000 World Food Problems

PHIL 11400 - Global Moral Issues

PHIL 23000 - Religions Of The East

PHIL 23100 - Religions Of The West

POL 13000 - Introduction To International Relations

POL 14100 - Governments Of The World

POL 23500 - International Relations Among Rich And Poor Nations

POL 23700 - Modern Weapons And International Relations

POL 34800 - East Asian Politics

POL 42300 – International Environmental Policy

A student may elect the Pass / Not-Pass (P/NP) grading option for elective courses only, unless an academic unit requires that a specific departmental course/s be taken P/NP. Students may elect to take University Core Curriculum courses P/NP; however, some major Plans of Study require courses that also fulfill UCC foundational outcomes. In such cases, students may not elect the P/NP option. A maximum of 24 credits of elective courses under the P/NP grading option can be used toward graduation requirements. For further information, students should refer to the College of Health and Human Sciences P/NP Policy.

Students are encouraged to use this advising worksheet as a resource when planning progress toward completion of degree requirements. An Academic Advisor may be contacted for assistance in interpreting this worksheet. This worksheet is not an academic transcript, and it is not official notification of completion of degree or certificate requirements. The University Catalog is the authoritative source for displaying plans of study. The student is ultimately responsible for knowing and completing all degree requirements

Selling & Sales Management

Bachelor of Science Program
120 semester hours

Plan of Study

Sem 1 FALL	
1	CSR 10000
3	CSR 28200
3	MA 15555 ⁽¹⁾ (UCC)
3 - 4	ENGL 10600 or ENGL 10800 ⁽²⁾ (UCC)
3	PSY 12000 ⁽³⁾ (UCC)
3	CS 11000 or CS 23500 or CNIT 13600
16 – 17 credits	

Sem 2 SPRING	
2 - 4	SCIENCE 1 of 2 ⁽²⁾ (UCC)
3	COM 11400 ⁽³⁾ (UCC)
3	SOC 10000 (UCC)
3	STAT 11300 ⁽⁵⁾ (UCC)
3	ELECTIVE
14 - 16 credits	

SUMMER	

Sem 3 FALL	
3	AGEC 33100 ⁽³⁾
1	CSR 20000
3	HTM 14100 or MGMT 20000
2 - 4	SCIENCE 2 of 2 ⁽²⁾ (UCC)
3	HUMANITIES ⁽³⁾ (UCC)
3	ELECTIVE
15 - 17 credits	

Sem 4 SPRING	
3	AGEC 21700 or ECON 21000 or ECON 25100 or ECON 25200 (UCC)
3	COM 31800
3	HTM 24100 or MGMT 20100
3	INTERNATIONAL SELECTIVE ⁽⁴⁾
3	ELECTIVE
15 credits	

SUMMER	

Sem 5 FALL	
3	CSR 31500 ⁽³⁾
3	MGMT 32300
3	CSR 33100
3	CSR 30900
3	MGMT 45500
15 credits	

Sem 6 SPRING	
3	CSR 41500
3	CSR 33200
3	CSR 34400
3	COM SELECTIVE
3	ELECTIVE
15 credits	

SUMMER	
1	CSR 30700, Sales Internship or Field Experience (1 credit) ^{**}

Sem 7 FALL	
3	CSR 41800
3	CSR 40400
3	CSR 34200
3	ELECTIVE
3	ELECTIVE
15 credits	

Sem 8 SPRING	
3	ENGL 42000 or ENGL 42100 or SPAN 42400
1-3	Sci Tech Soc ⁽⁵⁾ or FREE ELECTIVE
3	ELECTIVE
3	ELECTIVE
3	ELECTIVE
13-15 credits	

NOTE: ^{**} Students may opt for the Study Abroad **Internship Program** in Dublin, London, or Sydney (6 credits) or complete the Interns for Indiana Internship (3 credits) to fulfill this requirement.

(⁽³⁾) Critical courses

- (1) Quantitative Reasoning:** MA 15555 or select any course from [University Core Curriculum](#) except MA 13800 or PHIL 15000.
- (2) Science Options:** Choose two courses selected from the [University Core Curriculum](#) Science options (4 – 8 hours).
- (3) Humanities:** 3 hours selected from the [University Core Curriculum](#) humanities options.
- (4) International Selective:** Choose 3 hours from the approved list
- (5) STAT 11300** meets the Science, Technology & Society University Core competency. Student may choose STAT 22500, 30100, or IT 34200 to fulfill the Statistics requirement but will then need to select one additional Science, Technology & Society course from the [University Core Curriculum](#).

University Core Curriculum:

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