SELLING AND SALES MANAGEMENT

College of Health and Human Sciences

UNIVERSIT Y

DUE

CSCI-BS SELL

			120 credits
Student:		PUID:	Catalog Term: Fall 2020
Additional M	ajors:	Minors:	
Major Red	<u>uirements (33-35 credits)</u>		
(3)	AGEC 33100 Principles of Selling in Agr	icultural Business	
(1)	CSR 10000 Introduction to CSR		
(3)	CSR 10300 Introduction to Personal Fin	ance or CSR 34200 Personal Finance	2
(1)	CSR 20000 Professional Development in		
(3)	CSR 28200 Customer Relations Manage		
(1-3)	CSR 30700 Field Experience in Selling &		ternational Special Topics
(3)	CSR 30900 Leadership Strategies		
(3)	CSR 31500 Relationship Selling		
(3)	CSR 33100 Consumer Behavior		
(3)	CSR 34400 Fundamentals of Negotiation	ns	
(3)	CSR 40400 Strategic Issues for Sales & F		
(3)	CSR 41500 Sales Force Management		
(3)	CSR 41800 Selling & Sales Management	Capstone	
(0)		Superene	
<u>Other Dep</u>	<u>oartmental / Program Course Require</u>	<u>ments (58-65 credits)</u>	
(3)			troduction to Organizational Computing
(3)	COM 11400 Fundamentals of Speech Co	mmunication [Satisfies Oral Comm	unication Core]
(3)	COMSelect any	3 credit COM course numbered 10000	-59999 except COM 11400, 31800, and
	any course on the ENGL/COM Writing Se	lective	
(3)	COM 31800 Principles of Persuasion		
(3)	ECON 21000 Principles of Economics on	AGEC 21700 Economics or ECON 25	5100 Microeconomics or ECON 25200
	Macroeconomics		
(4-3)	ENGL 10600 First-Year Composition or	ENGL 10800 Accelerated First-Year	Composition [Satisfies Written
	Communication Core] and [Informati	ion Literacy Core]	
(3)	HTM 14100 Financial Accounting for th	e Service Industries or MGMT 20000	Introductory Accounting
(3)	HTM 24100 Managerial Accounting & Finan	ncial Management in Hospitality Operati	ons or MGMT 20100 Management
	Accounting I		
(2)	HTM 25500 Advanced Spreadsheet Tec	hniques for Hospitality & Tourism M	anagement
(3)	MA 15555 Quantitative Reasoning or se	lect any course from University list EX	CEPT MA 13800 or PHIL 15000
	[Satisfies Quantitative Reasoning Con	·e]	
(3)	MGMT 32300 Principles of Marketing		
(3)	MGMT 45500 Legal Background for Bus		
(3)	PSY 12000 Elementary Psychology [Sat	isfies Behavioral/Social Science Co	ore]
(3)	SOC 10000 Introductory Sociology		
(3)	STAT 11300 Statistics & Society or STA		
		ction to Statistical Quality (If STAT 12	1300 selected, satisfies Science, Technology
	& Society Core)		
(3)	ENGL/COM Selective		
(3)	International Selecti		
(3)		select from University list	
(2-4)	[Science Core] – selec		
	[Science Core] – selec		
(1-3)			<i>rsity list</i> (IF STAT 11300 is selected for
	other requirements, t	his requirement is satisfied)	
<u>Electives (2</u>	<u>0-29 credits)</u>		
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120 semester	credits required	for Bachelor	of Science degree
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University Foundational Learning Outcomes List: https://www.purdue.edu/provost/initiatives/curriculum/course.html

ENGL/COM Writing Selective List (3 credits)

COM 25200	Writing for Mass Media
COM 25700	Public Relations Techniques
COM 40700	Introduction to New Media/Social Media Production
ENGL 20400	Special Topics in Writing
ENGL 41900	Multimedia Writing
ENGL 42000	Business Writing
ENGL 42100	Technical Writing
ENGL 43201	Editing and Publishing
SPAN 42400	Business Spanish

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

Sem 1	FALL	
1	CSR 10000, fall only	
3	CSR 28200	
3	CNIT 13600 ⁺ or CS 23500 ⁺	
3 - 4	ENGL 10600 ⁺ or (3) 10800 ⁺ (UCC)	
3	PSY 12000 (UCC)	
3 Quantitative Reasoning ⁺ (1) (UCC)		
16 – 1	16 – 17 credits	

Sem 3	FALL	
3	AGEC 33100	
1	CSR 20000	
3	HTM 14100 [•] or MGM ⁻	T 20000 ⁺
2	HTM 25500	
3	HUMANITITES (3)	(UCC)
2-4	SCIENCE 2 of 2 (2)	
	(UCC)	
14 - 1	14 - 16 credits	

Sem 5	FALL	
3	CSR 31500	
3	CSR 33100	
3	COM SELECTIVE	
3	MGMT 45500 ⁴	
3	FREE ELECTIVE	
15 cre	15 credits	

Sem 7	FALL	
3	CSR 41800	
3	CSR 40400	
3	INTERNATIONAL SELECTIVE (4)	
3	FREE ELECTIVE	
3	FREE ELECTIVE	
15 cre	15 credits	

Sem 2	SPRING	
3	COM 11400 ⁺	(UCC)
3	SOC 10000	(UCC)
3	STAT 11300 [•] (3)	(UCC)
2 - 4	SCIENCE 1 of 2 (2)	(UCC)
3	FREE ELECTIVE	
14 - 1	14 - 16 credits	

Sem 4	SPRING	
3	Economics Choice (6)	(UCC)
3	COM 31800 ⁺	
3	CSR 10300 or 34200	
3	HTM 24100 [•] or MGMT 2	0100
3	MGMT 32300 [•]	
15 credits		

Sem 6	SPRING	
3	CSR 30900, spring only	
3	CSR 34400	
3	CSR 41500	
3	FREE ELECTIVE	
3	FREE ELECTIVE	
15 credits		

Sem 8	SPRING
3	ENGL/COM Writing Selective
3	Sci Tech Soc (5) or FREE ELECTIVE
3	FREE ELECTIVE
3	FREE ELECTIVE
3	FREE ELECTIVE
12 - 15 credits	

SUMMER	

SUMMER		

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

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 fulfil this requirement.

(*) Critical (non-CSR) courses

(1) Quantitative Reasoning: MA 15555 or select any course from University Core Curriculum except MA 138 or PHIL 150.

(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.

(6) Economics: 3 credits selected from AGEC 21700 or ECON 21000 or ECON 25100 or ECON 25200

University Core Curriculum:

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

College of Health & Human Sciences | School of Hospitality & Tourism Management | Division of Consumer Science Purdue University; West Lafayette, IN