

Selling & Sales Management

Bachelor of Science Program

120 semester hours

Plan of Study

DEGREE in THREE

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

Sem 2 SPRING	
3	COM 11400 ♦ (UCC)
2 - 4	SCIENCE 1 of 2 ⁽²⁾ (UCC)
3	SOC 10000
3	STAT 11300 ⁽⁵⁾ (UCC)
3	Humanities ⁽³⁾ (UCC)
3	Free Elective
17 - 19 credits	

Sem 3 SUMMER	
3	Free Elective
3	Free Elective
3	Free Elective
9 credits	

Sem 4 FALL	
3	AGEC 33100 ♦
3	COM Selective
1	CSR 20000
3	HTM 14100 or MGMT 20000
2	HTM 25500
2 - 4	SCIENCE 2 of 2 ⁽²⁾ (UCC)
14 - 16 credits	

Sem 5 SPRING	
3	ECONOMICS choice ⁽⁶⁾ (UCC)
3	COM 31800
3	HTM 24100 or MGMT 20100
3	MGMT 32300
3	CSR 31500 ♦
3	CSR 33100
18 credits	

Sem 6 SUMMER	
1	CSR 30700, Sales Internship or Field Experience**
3	Free Elective
3	Free Elective
3	Free Elective
10 credits	

Sem 7 FALL	
3	COM/ENGL Writing Selective
3	MGMT 45500
3	CSR 41500
3	CSR 34400
3	Sci Tech Soc ⁽⁵⁾ or Free Elective
3	Free Elective
18 credits	

Sem 8 SPRING	
3	CSR 10300 or 34200
3	CSR 30900
3	CSR 40400
3	CSR 41800
3	International Selective
3	Free Elective
18 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 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 credits).

(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/students/s-initiatives/curriculum/courses.html>