

**Selling & Sales Management Plan of Study**

Bachelor of Science Program DEGREE in THREE

120 semester hours

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| Sem 1 **FALL** | |  | Sem 2 **SPRING** | |  | Sem 3 **SUMMER** | |
| 1 | CSR 10000 |  | 3 | COM 11400 **♦**  (UCC) |  | 3 | Free Elective |
| 3 | CSR 28200 |  | 2 - 4 | SCIENCE 1 of 2 (2) (UCC) |  | 3 | Free Elective |
| 3 | CNIT 13600 or CS 23500 |  | 3 | SOC 10000 |  | 3 | Free Elective |
| 3 - 4 | ENGL 10600 or 10800 **♦** (UCC) |  | 3 | STAT 11300 (5)  (UCC) |  |  |  |
| 3 | MA 15555 (1) (UCC) |  | 3 | Humanities (3) (UCC) |  |  |  |
| 3 | PSY 12000 **♦**  (UCC) |  | 3 | Free Elective |  |  |  |
| **16 – 17 credits** | |  | **17 - 19 credits** | |  | **9 credits** | |

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| Sem 4 **FALL** | |  | Sem 5 **SPRING** | |  | Sem 6 **SUMMER** | |
| 3 | CSR 20100 or AGEC 33100 **♦** |  | 3 | ECONOMICS choice (6)  (UCC) |  | 1 | CSR 30700, Sales Internship or Field Experience\*\* |
| 3 | COM Selective |  | 3 | COM 31800 |  |
| 1 | CSR 20000 |  | 3 | HTM 24100 or MGMT 20100 |  | 3 | Free Elective |
| 3 | HTM 14100 or MGMT 20000 |  | 3 | MGMT 32300 |  | 3 | Free Elective |
| 2 | HTM 25500 |  | 3 | CSR 31500**♦** |  | 3 | Free Elective |
| 2 - 4 | SCIENCE 2 of 2 (2)  (UCC) |  | 3 | CSR 33100 |  |  |  |
| **14 - 16 credits** | |  | **18 credits** | |  | **10 credits** | |

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| Sem 7 **FALL** | |  | Sem 8 **SPRING** | |  |
| 3 | COM/ENGL Writing Selective |  | 3 | CSR 10300 or 34200 |  | 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. |
| 3 | MGMT 45500 |  | 3 | CSR 30900 |  |
| 3 | CSR 41500 |  | 3 | CSR 40400 |  |
| 3 | CSR 34400 |  | 3 | CSR 41800 |  |
| 3 | **Sci Tech Soc** (5) or Free Elective |  | 3 | International Selective |  |
| 3 | Free Elective |  | 3 | Free Elective |  |
| **18 credits** | |  | **18 credits** | |  |

**(♦) Critical (non-CSR) courses**

**(1) Quantitative Reasoning**: MA 15555 or select any course from [University Core Curriculum](https://www.purdue.edu/provost/initiatives/curriculum/course.html)*except* MA 138 or PHIL 150.

**(2) Science Options**: Choose two courses selected from the [University Core Curriculum](https://www.purdue.edu/provost/students/s-initiatives/curriculum/coreCurriculum.html) Science options (4 – 8 credits).

**(3) Humanities**: 3 hours selected from the [University Core Curriculum](https://www.purdue.edu/provost/initiatives/curriculum/course.html) 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.](https://www.purdue.edu/provost/initiatives/curriculum/course.html)

**[(6) Economics:](https://www.purdue.edu/provost/initiatives/curriculum/course.html)** [3 credits selected from AGEC 21700 or ECON 21000 or ECON 25100 or ECON 25200](https://www.purdue.edu/provost/initiatives/curriculum/course.html)

**University Core Curriculum:**

<https://www.purdue.edu/provost/students/s-initiatives/curriculum/courses.html>