

Student: \_\_\_\_\_ PUID: \_\_\_\_\_ Catalog Term: Fall 2024

Additional Majors: \_\_\_\_\_ Minors: \_\_\_\_\_

**Major Requirements (33-35 credits)**

- \_\_\_(1) CSR 10000 Introduction to CSR
- \_\_\_(3) CSR 10300 Introduction to Personal Finance or CSR 34200 Personal Finance
- \_\_\_(1) CSR 20000 Professional Development in Consumer Science or ENTR 46000 Internship & Career Preparation Seminar or HTM 20000 Career Exploration & Development Seminar or MGMT 29500 Career Readiness & Exploration
- \_\_\_(3) CSR 20100 Introduction to Professional Sales or AGECE 33100 Principles of Industrial Selling
- \_\_\_(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 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 (58-65 credits)**

- \_\_\_(3) 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, 31800, and any course on the ENGL/COM Writing Selective*
- \_\_\_(3) COM 31800 Principles of Persuasion
- \_\_\_(3) ECON 21000 Principles of Economics or AGECE 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) HTM 14100 Financial Accounting for the Service Industries or MGMT 20000 Introductory Accounting or MGMT 21200 Business Accounting
- \_\_\_(3) HTM 24100 Managerial Accounting & Financial Management in Hospitality Operations or MGMT 20100 Management Accounting I
- \_\_\_(2) HTM 25500 Advanced Spreadsheet Techniques for Hospitality & Tourism Management
- \_\_\_(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 or MGMT 32400 Marketing Management
- \_\_\_(3) MGMT 45500 Legal Background for Business I or MGMT 25400 Legal Foundations of Business I
- \_\_\_(3) PSY 12000 Elementary Psychology **[Satisfies Behavioral/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 STAT 30301 Probability & Statistics For Business **(If STAT 11300 selected, satisfies Science, Technology, & Society Core)**
- \_\_\_(3) \_\_\_\_\_ **ENGL/COM Selective** – *select from list*
- \_\_\_(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 (20-29 credits)**

- \_\_\_ ( ) \_\_\_\_\_
- \_\_\_ ( ) \_\_\_\_\_
- \_\_\_ ( ) \_\_\_\_\_

**120 semester credits required for Bachelor of Science degree**

 University Foundational Learning Outcomes List: <https://www.purdue.edu/provost/students/s-initiatives/curriculum/courses.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

# Plan of Study

Sem 1 FALL	
1	CSR 10000, fall only
3	CSR 28200
3	CNIT 13600*
3 - 4	ENGL 10600* or 10800* (UCC)
3	PSY 12000* (UCC)
3	Quantitative Reasoning*(4) (UCC)
<b>16 - 17 credits</b>	

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
<b>14 - 16 credits</b>	

SUMMER	

Sem 3 FALL	
1	CSR 20000 or ENTR 46000 or HTM 20000 or MGMT 29500
3	CSR 20100 or AGECE 33100*
3	HTM 14100 or MGMT 20000* or MGMT 21200*
2	HTM 25500
3	HUMANITIES (3) (UCC)
2 - 4	SCIENCE 2 of 2 (2) (UCC)
<b>14 - 16 credits</b>	

Sem 4 SPRING	
3	Economics Choice (6) (UCC)
3	COM 31800*
3	CSR 10300 or 34200
3	HTM 24100 or MGMT 20100*
3	MGMT 32300* or 32400*
<b>15 credits</b>	

SUMMER	

Sem 5 FALL	
3	CSR 31500
3	CSR 33100
3	COM SELECTIVE
3	MGMT 45500* or 25400*
3	FREE ELECTIVE
<b>15 credits</b>	

Sem 6 SPRING	
3	CSR 30900
3	CSR 34400
3	CSR 41500
3	FREE ELECTIVE
3	FREE ELECTIVE
<b>15 credits</b>	

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

Sem 7 FALL	
3	CSR 41800
3	CSR 40400
3	INTERNATIONAL SELECTIVE (4)
3	FREE ELECTIVE
3	FREE ELECTIVE
<b>15 credits</b>	

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

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 13800 or PHIL 15000.

(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 or 30100 or 30301 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 AGECE 21700 or ECON 21000 or ECON 25100 or ECON 25200

**University Core Curriculum:**

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

