

**Degree Map**  
**WP Online – MBA with Sales Strategy Concentration**  
Start Date: Summer 1, 2025  
Students Who Get All Foundation Courses Waived  
Standard Track – 19 months

Summer I 2025	Summer II 2025	Fall I 2025	Fall II 2025	Spring I 2026	Spring II 2026	Summer I 2026	Summer II 2026	Fall I 2026	Fall II 2026
MKT 7960 - Marketing Strategy - 3 credits	FIN 6550 - Financial and Economic Global Strategy - 3 credits	MGT 6570 - Innovation, Strategy and Corporate Sustainability - 3 credits	*RPS 7020 - Data Driven Decision Making and Sales Analysis - 4 credits	MGT 6050 - Business Analytics for Strategic Decision Making - 3 credits	*RPS 7030 - Strategic Sales Process, Planning and Design - 4 credits	*RPS 7050 - Strategic Sales Leadership - 4 credits	RPS 6100 - Influence, Persuasion and Negotiation Strategy - 3 credits	MBA 6700 - Integrated Learning Capstone - 3 credits	Elective - 3 credits - <i>(If needed to complete 30 credits)</i>

- **\*Please note that one or more Concentration courses may require a substitution.**
  - BAN 5100 or BAN 5600 (3 credits) is approved by the Chair to take should RPS 7020 not be available on the schedule.
  - MGT 7080 (3 credits) is approved by the Chair to take should RPS 7030 not be available on the schedule.
  - MGT 7040 (3 credits) is approved by the Chair to take should RPS 7050 not be available on the schedule.
  - **A minimum of 30 credits is required to complete the program.**
- Prerequisite courses, when applicable, must be taken or registered for in a prior session.
- MBA 6700 should be taken in one of the final two 7-week sessions of the program & requires a prerequisite override from your advisor – (Brian Grzymkowski, grzymkowskib@wpunj.edu)