

MASTER OF BUSINESS ADMINISTRATION - CONCENTRATION: SALES LEADERSHIP

2019-2020 RECOMMENDED PROGRAM SEQUENCE

39 CREDITS

BA SLSC MBA

| YEAR ONE | | | | | |
|-------------------------------|---|--------------------|------------------------|--|--------------------|
| Fall Semester | | (6 credits) | Winter Semester | | (6 credits) |
| MGMT653 | Leading Organizations | 3 | BUSN688 | Quantitative Business Analysis | 3 |
| ACCT640 | Managerial Accounting | 3 | ECON625 | Managerial Economics | 3 |
| Spring/Summer Semester | | (6 credits) | | | |
| MKTG610 | Marketing Strategies | 3 | | | |
| FINC620 | Corporate Finance | 3 | | | |
| YEAR TWO | | | | | |
| Fall Semester | | (6 credits) | Winter Semester | | (6 credits) |
| LEGL710 | Ethical and Legal Framework for 21st Century Business | 3 | MKTG645 | Sales Leadership | 3 |
| MGMT757 | Operations and Supply Chain Management | 3 | MKTG697 | Market Intelligence Using Data Analytics | 3 |
| Spring/Summer Semester | | (6 credits) | | | |
| MKTG754 | Strategic Account and Territory Management | 3 | | | |
| MKTG778 | Global Sales Strategies for International Business | 3 | | | |
| YEAR THREE | | | | | |
| Fall Semester | | (3 credits) | | | |
| CAPS794 | Business Integration Capstone | 3 | | | |

This information is subject to change and cannot be considered an agreement or contract between individual students and Davenport University. Refer to the current University catalog to confirm degree requirements.