

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.