

# BUSINESS MAJOR: PROFESSIONAL SALES OPTION (A.S.)

<https://cps.unh.edu/online/program/as/business-professional-sales-option>

## Description

The Associate in Science degree in Business is designed for students interested in gaining a solid foundation in the field of business. The program includes an overview of general management theory and introduces students to the fundamental concepts of economics, marketing, finance, and organizational behavior. Students are able to further customize their degree by choosing from an array of three-course concentrations to gain specialized knowledge. This degree prepares students for a smooth transition to the B.S. in Business Management or related degree.

## Requirements

### Degree Requirements

**Minimum Credit Requirement:** 60 credits

**Minimum Residency Requirement:** 16 credits must be taken at UNH

**Minimum GPA:** 2.0 required for conferral\*

**Core Curriculum Required:** General Education Program

Major, Option, and Elective Requirements as indicated.

\*Major GPA requirements as indicated.

### General Education Program Requirements

A minimum grade of D- is required in all General Education coursework. Students are allowed a maximum of one course overlap between the Major and General Education areas.

Code	Title	Credits
ENG 420	The Writing Process	4
COM 460	Interpersonal Communication and Group Dynamics	4
COM 480	Visual Communication	4
CRIT 501	Introduction to Critical Inquiry	4
Select one of the following:		
MTH 402	Math for Our World	4
MTH 504	Statistics	4
MTH 510	Pre-Calculus	4
<i>Knowledge of Human Behavior &amp; Social Systems</i>		
<i>Knowledge of the Physical &amp; Natural World</i>		
<i>Knowledge of Human Thought &amp; Expression</i>		
<b>Total Credits</b>		<b>32</b>

### Major Requirements

A minimum grade of C- is required in all Major and Option coursework. Students are allowed a maximum of one course overlap between the Major/Option and General Education areas.

Code	Title	Credits
<b>Major in Business</b>		
APST 405	Career Development and Planning	2
CMPL 402	Excel	2
MGMT 410	Principles of Management	4
MKT 510	Principles of Marketing	4
Select one of the following:		
ACCT 532	Financial Accounting	4
or ECO 470	Principles of Economics	
or HRM 420	Human Resource Management	
or MGMT 569	Budget Management	
<i>Professional Sales Option</i>		
MKT 523	Introduction to Professional Sales	4
MKT 525	Presentation Excellence in Sales	4
Select one of the following:		
MKT 517	Consumer Behavior	4
or MKT 615	Digital Storytelling and Brand Management	
or MKT 618	Sales Management	
<b>Total Credits</b>		<b>28</b>

## Electives

Open electives are courses students will need to take in addition to their general education and major requirements in order to satisfy the remaining credit totals for their programs. Open electives are defined as any credit course offered by the College not already included in the student's general education, major, concentration or minor. Students will need 60 credits total to graduate with an associate degree.

## Degree Plan

**This degree plan is a sample and does not reflect the impact of transfer credit or current course offerings. UNH CPS Online undergraduate students should develop individual academic plans with their academic advisor during their first year at UNH.**

## Sample Course Sequence

First Year		Credits
<b>Fall</b>		
APST 405	Career Development and Planning	2
CMPL 402	Excel	2
COM 460	Interpersonal Communication and Group Dynamics	4
ENG 420	The Writing Process	4
MGMT 410	Principles of Management	4
<b>Credits</b>		<b>16</b>
<b>Spring</b>		
CRIT 501	Introduction to Critical Inquiry	4
Select one of the following:		
MTH 402	Math for Our World	4
MTH 504	Statistics	4
MTH 510	Pre-Calculus	4
MKT 510	Principles of Marketing	4
General Education Course		4
<b>Credits</b>		<b>16</b>

### Second Year

Fall		Credits
COM 480	Visual Communication	4

ACCT 532	Financial Accounting	4
or ECO 470	or Principles of Economics	
or HRM 420	or Human Resource Management	
or MGMT 569	or Budget Management	
MKT 523	Introduction to Professional Sales	4
General Education Course		4
<b>Credits</b>		<b>16</b>
<b>Spring</b>		
MKT 525	Presentation Excellence in Sales	4
MKT 517	Consumer Behavior	4
or MKT 615	or Digital Storytelling and Brand	
or MKT 618	Management	
	or Sales Management	
General Education Course		4
<b>Credits</b>		<b>12</b>
<b>Total Credits</b>		<b>60</b>

## Student Learning Outcomes

- Attain proficiency in the basic concepts, theories, and methods of inquiry in business.
- Evaluate ethical principles that guide businesses.
- Prepare for seamless transition to the Bachelor of Science in Business Management program.