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.

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENG 420</td>
<td>The Writing Process</td>
<td>4</td>
</tr>
<tr>
<td>COM 460</td>
<td>Interpersonal Communication and Group Dynamics</td>
<td>4</td>
</tr>
<tr>
<td>COM 480</td>
<td>Visual Communication</td>
<td>4</td>
</tr>
<tr>
<td>CRIT 501</td>
<td>Introduction to Critical Inquiry</td>
<td>4</td>
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Select one of the following:
- MTH 402 Math for Our World
- MTH 510 Pre-Calculus

Knowledge of Human Behavior & Social Systems
Knowledge of the Physical & Natural World
Knowledge of Human Thought & Expression

Total Credits 32

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.

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<tr>
<td>APST 405</td>
<td>Career Development and Planning</td>
<td>2</td>
</tr>
<tr>
<td>CMPL 402</td>
<td>Excel</td>
<td>2</td>
</tr>
<tr>
<td>MGMT 410</td>
<td>Principles of Management</td>
<td>4</td>
</tr>
<tr>
<td>MKT 510</td>
<td>Principles of Marketing</td>
<td>4</td>
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Select one of the following:
- ACCT 532 Financial Accounting
- or ECO 470 Principles of Economics
- or HRM 420 Human Resource Management
- or MGMT 569 Budget Management

Professional Sales Option

MKT 523 Introduction to Professional Sales 4
MKT 525 Presentation Excellence in Sales 4

Select one of the following:
- MKT 517 Consumer Behavior
- or MKT 615 Digital Storytelling and Brand Management
- or MKT 618 Sales Management

Total Credits 28

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

Fall
- APST 405 Career Development and Planning 2
- CMPL 402 Excel 2
- COM 460 Interpersonal Communication and Group Dynamics 4

Credits 10

Spring
- CRIT 501 Introduction to Critical Inquiry 4

Select one of the following:
- MTH 402 Math for Our World
- MTH 504 Statistics
- MTH 510 Pre-Calculus

Credits 4

Second Year

Fall
- COM 480 Visual Communication 4

Credits 4
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.