

Jon M. Huntsman School of Business
Department of Marketing and Strategy
Professional Sales Major – Fall 2026

Business Acumen (47 credits) ___ BUS 1000 <i>New freshmen and transfer students who have declared a major in the Huntsman School of Business are expected to enroll in BUS 1000 during their first year. Logan campus only.</i> ___ ACCT 2010 (3 cr.) Financial Accounting Principles ___ ACCT 2020 (3 cr.) Managerial Accounting Principles ___ BUS 3200 (3 cr.) Professional Communication with AI (CI) ___ DATA 1100 (1 cr.) Excel for Business Analysis ___ DATA 2100 (3 cr.) Data & Information in Business ___ DATA 3100 (3 cr.) Making Decisions with Data ___ DATA 3300 (3 cr.) Intro to Modern Data Analytics (QI) ___ ECON 2010 (3 cr.) Intro to Microeconomics (BSS) ___ ECON 2020 (3 cr.) Intro to Macroeconomics (BAI) ___ ECON 3050 (3 cr.) Foundations of Business ___ FIN 3200 (3 cr.) Corporate Finance (QI) ___ FIN 3300 (3 cr.) Investments ___ MGT 3350 (3 cr.) Legal and Ethical Env. of Business ___ MGT 3700 (3 cr.) Operations Management ___ MSLE 3500 (3 cr.) Fundamentals of Marketing ___ MSLE 3800 (2 cr.) Leadership ___ MSLE 3890 (2 cr.) Systems Strategy & Problem Solving	Sales Elective Courses: <i>Choose five classes from the following:</i> ___ MSLE 2700 (2 cr.) Seven Habits of Highly Effective People ___ MSLE 2900+ (1 cr.) ProSales⁺ <i>+ minimum of 2 credits required for elective credit; up to 4 credits allowed</i> ___ MSLE 3530 (3 cr.) New Venture Marketing ___ MSLE 3610 (2 cr.) Strategic Planning for Career and Life ___ MSLE 3630 (2 cr.) E-Commerce and Internet Marketing ___ MSLE 3710 (2 cr.) Leading Teams ___ MSLE 3820 (3 cr.) International Business (DSS) ___ MSLE 4050 (3 cr.) International Marketing ___ MSLE 4250 (2 cr.) MSLE Internship* ___ MGT 4720 (2 cr.) Sales and Operations Planning <i>*If MSLE 4250 is taken a second time, it will count toward elective credit in the Professional Sales major</i>	MSLE Dept. recommendations: 1) Complete MSLE 4560 first or second year; this course will launch your opportunities for internship and professional selling experience (MSLE 4562, MSLE 4250). 2) Prepare a professional selling resume and LinkedIn profile; schedule a time with a career specialist to polish your resume and professional brand. 3) Seek professional selling internships* during/after each year to develop the work experience needed for professional selling roles (account executives, field sales, enterprise sales). <i>*Door-to-door sales, while it is sales experience, does not qualify for internship credit. Please visit with a career specialist and faculty to explore professional sales internships.</i> 4) Select electives (toward 120 credit total) to achieve specialization, including possible dual majors, certificates, and minors that align with career and life aspirations. There are many different career paths for Professional Sales majors to pursue (e.g. business/sales development, account executive, customer success, sales enablement, sales operations, sales engineer). 5) ProSales is highly recommended for Logan campus students.
Professional Sales Major Requirements (14 credits): ___ MSLE 4560 (2 cr.) Strategic Sales (CI) ___ MSLE 4562 (2 cr.) Sales & Marketing Practicum ___ MSLE 4565 (2 cr.) Sales Management ___ MSLE 4575 (2 cr.) Customer Success Strategy ___ MSLE 4555 (2 cr.) Pricing and B2B Buyer-Seller Decisions ___ MSLE 4250 (2 cr.) MSLE Internship* ___ MGT 4600 (2 cr.) Negotiations ___ MSLE 2900 (1 cr.) ProSales (2 credits required)* <i>+see advisor for alternate option if needed</i> *MSLE 4250 must be a B2B Sales focus; satisfies the Career Acceleration Program (CAP) requirement for graduation	Huntsman School of Business Policies: • Students must formally declare a major in the Jon M. Huntsman School of Business. • 2.50 GPA in major courses is required for graduation. • B- grade or better is required in MSLE 4560 Strategic Sales. • C grade or better required in all Business Acumen. • It is recommended that students take DATA 1100 and DATA 2100 concurrently. • Huntsman School of Business courses are limited to one repeat. • For semester availability and prerequisites, see the USU catalog online at http://catalog.usu.edu/. • All students must earn 120 credits and meet Utah State University graduation requirements. Check USU catalog for more information regarding requirements. • It is strongly recommended that graduation applications be completed two semesters prior to graduation. https://www.usu.edu/registrar/graduation/	<i>Rev. 8/2026</i>

UNIVERSITY STUDIES CHECKLIST
FOR STUDENTS WITH A MAJOR IN THE SOCIAL SCIENCES
GENERAL EDUCATION

Requirements

Communications Literacy

- ☐ Any course with a Communication Literacy 1 (CL1) attribute or AP English or ACT English ≥ 29 or CLEP (3)
- ☐ Any course with a Communication Literacy 2 (CL2) attribute ***This requirement must be completed with a C grade or higher***

Quantitative Literacy

- ☐ Any course with Quantitative Literacy (QL) attribute or AP Calculus score of 3 or better or ACT Math ≥ 26 or CLEP

Breadth Education Requirements

Select at least one approved course from each of the following six categories. (A maximum of 4 CLEP or AP areas may be used.)
Approved courses can be found in the USU online catalog.

American Institutions (BAI)	Approved Course _____	or ☐ AP
Creative Arts (BCA)	Approved Course _____	or ☐ AP
Humanities (BHU)	Approved Course _____	or ☐ AP
Life Sciences (BLS)	Approved Course _____	or ☐ AP
Physical Science (BPS)	Approved Course _____	or ☐ AP
Social Science (BSS)	Approved Course _____	or ☐ AP

Depth Education Requirements

Communications Intensive (CI) Two courses required

- ☐ BUS 3200 Professional Communication with AI (CI)
- ☐ _____

Quantitative Intensive (QI) One course required

- ☐ FIN 3200 Corporate Finance (QI) or DATA 3300 Intro to Modern Data Analytics (QI)

Required Depth Courses Two courses required

- ☐ 3000+ Level Life and Physical Sciences (DSC) Approved Course _____
- ☐ 3000+ Level Humanities and Creative Arts (DHA) Approved Course _____

Upper-Division Credits

Completion of a minimum of 40 credits numbered 3000 or above.