Franklin University - Masters in Professional Sales Leadership Course Sequence Calendar 2023-2025

	E- II 2022									
	Fall 2023				Spring 2024	1		Sum	mer 2024	
8/21 8/28 8/28 9/4 9/11	3/25 10/2 10/9 10/16 10/23 10/30	11/6 11/13 11/20 11/27 12/4	12/18	./1 ./8 ./15 ./22 ./29	//12 //19 //26 //4 //11	//1 //8 //15 //22 //29	5/13	5/20 5/27 5/3 5/10 5/17	5/24 //1 //8 //15 //22 //29	3/5
SALE 730 Professional Sales Leadership and Management	MGMT 711 Business Environment	PSYC 602: Individual & Org Intelligence	(1)	Major Elective: Group 5 or BREAK	Major Elective: Group 5 or BREAK	SALE 790 or SALE 795	, , ,	<u> </u>	<u> </u>	
				MATH 60	1 Introduction to Analytics					
Major Elective: Group 5 or BREAK	SALE 710 Professional Sales	SALE 720 Professional Sales Strategy and Technology		SALE 730 Professional S Leadership and Manager		Major Elective: Group 5 or BREAK		SALE 790 or SALE 795		
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	SALE 710 Professional Sales	PUAD 715 Methodological Reasoning & Quantitative Analysis	Break (3)	Major Elective: Group 5 or BREAK	MGMT 711 Business Environm	SALE 720 Professional Sales Strategy and Technology	ak (1)	Major Elective: Group 5 or BREAK	PSYC 602: Individual & Org Intelligence	Break (1)
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					SALE 710 Professional Sale:	SALE 720 Professional Sales Strategy and Technology	П	PUAD 715 Methodological Reasoning & Quantitative Anal		
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								PUAD 715 Methodological Reasoning & Quantitative Anal		
	*The Mast	ers in Professional Sales Lea	dership i	requires 4 major elecitves	. Please consult with your Aca	ademic Advisor to create you	r Stud		, , ,	
					E SCHEDULE OPTION					
FINA 737 or OSCM 731 PSYC 603	FINA 737 or OSCM 731 PSYC 601 or BUSA 603	FINA 737 or OSCM 731 PSYC 602	(3)	FINA 737 or OSCM PSYC 603	731 FINA 737 or OSCM 73: PSYC 601 or BUSA 603		(1)	FINA 737 or OSCM 731 PSYC 601 or PSYC 603		(1)
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61/8 97/6 6/6 991/6 SALE 730 Professional Sales Leadership and Management	4 H M	11/11 11/18 11/25 12/2 12/9	12/23	1/13 1/20 1/27 2/3	Spring 2025 277 3/3 3/10 3/17 3	3/31 4/7 4/14 4/21 4/28 5/5	5/19	5/26 6/2 6/9 6/16 6/23	6,30 17/7 12/7 12/8 18/4 8/4	8/11
SALE 730 Professional Sales	9/30 10/7 10/21 10/28 11/4	PSYC 602: Individual & Org Intelligence	12/23	9/1 17/2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	Spring 2025 4 7 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	3/31 4/7 4/14 4/21 4/28 5/5 5/17	5/19	5/26 6/2 6/9 6/16 6/13	6/30 7/7 7/14 7/21 7/28 8/4 8/4	8/11
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SALE 730 Professional Sales Leadership and Management Major Elective: Group 5 or BREAK Major Elective:	SALE 790 or SALE 795 MGMT 711 Business Environment	Intelligence SALE 720 Professional Sales	12/23	SALE 730 Professional Sales Leadership and Management	4 2 7 8 8 8 8 7 7 7 7 7 7 7 7 7 7 7 7 7 7	Major Elective: Group 5 or BREAK	5/19	5/26 6/2 6/9 6/16 6/16	6/30 7/7 7/14 7/21 7/28 8/4 8/4	8/11
SALE 730 Professional Sales Leadership and Management Major Elective: Group 5 or BREAK Major Elective:	SALE 790 or SALE 795 MGMT 711 Business Environment	Intelligence SALE 720 Professional Sales	12/23	SALE 730 Professional Sales Leadership and Management	47 / 7 / 7 / 7 / 7 / 7 / 7 / 7 / 7 / 7 /	Major Elective: Group 5 or BREAK	5/19	5/26 6/2 6/9 6/16 6/16	PSVC 602: Individual & Org intelligence	8/11
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