

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

Fall 2023												Spring 2024												Summer 2024																												
8/14	8/21	8/28	9/4	9/11	9/18	9/25	10/2	10/9	10/16	10/23	10/30	11/6	11/13	11/20	11/27	12/4	12/11	12/18	12/25	1/1	1/8	1/15	1/22	1/29	2/5	2/12	2/19	2/26	3/4	3/11	3/18	3/25	4/1	4/8	4/15	4/22	4/29	5/6	5/13	5/20	5/27	6/3	6/10	6/17	6/24	7/1	7/8	7/15	7/22	7/29	8/5	8/12
SALE 730 Professional Sales Leadership and Management				MGMT 711 Business Environment				PSYC 602: Individual & Org Intelligence				Break (3)			Major Elective: Group 5 or BREAK				Major Elective: Group 5 or BREAK				SALE 790 or SALE 795				Break (1)																									
Major Elective: Group 5 or BREAK															SALE 710 Professional Sales				SALE 720 Professional Sales Strategy and Technology				SALE 730 Professional Sales Leadership and Management																MGMT 711 Business Environment				Major Elective: Group 5 or BREAK				SALE 790 or SALE 795					
															SALE 710 Professional Sales				PUAD 715 Methodological Reasoning & Quantitative Analysis				Major Elective: Group 5 or BREAK																MGMT 711 Business Environment				SALE 720 Professional Sales Strategy and Technology				Major Elective: Group 5 or BREAK				PSYC 602: Individual & Org Intelligence	
Major Elective: Group 5 or BREAK												SALE 710 Professional Sales				PUAD 715 Methodological Reasoning & Quantitative Analysis				Major Elective: Group 5 or BREAK				MGMT 711 Business Environment				SALE 720 Professional Sales Strategy and Technology				Major Elective: Group 5 or BREAK				PSYC 602: Individual & Org Intelligence																
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																								SALE 710 Professional Sales				PUAD 715 Methodological Reasoning & Quantitative Analysis				MATH 601 Introduction to Analytics				MATH 601 Introduction to Analytics				MATH 601 Introduction to Analytics				MATH 601 Introduction to Analytics								
Major Elective: Group 5 or BREAK												SALE 710 Professional Sales				PUAD 715 Methodological Reasoning & Quantitative Analysis				Major Elective: Group 5 or BREAK				MGMT 711 Business Environment				SALE 720 Professional Sales Strategy and Technology				Major Elective: Group 5 or BREAK				PSYC 602: Individual & Org Intelligence																
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*The Masters in Professional Sales Leadership requires 4 major electives. Please consult with your Academic Advisor to create your Student Plan

MAJOR ELECTIVE SCHEDULE OPTIONS

FINA 737 or OSCM 731			FINA 737 or OSCM 731			FINA 737 or OSCM 731			Break (3)			FINA 737 or OSCM 731			FINA 737 or OSCM 731			FINA 737 or OSCM 731			Break (1)								
PSYC 603			PSYC 601 or BUSA 603			PSYC 602						PSYC 603			PSYC 601 or BUSA 603			PSYC 602						PSYC 601 or PSYC 603			PSYC 602		
MATH 601			MATH 601			MATH 601						MATH 601			MATH 601			MATH 601						MATH 601					

Fall 2024												Spring 2025												Summer 2025																											
8/19	8/26	9/2	9/9	9/16	9/23	9/30	10/7	10/14	10/21	10/28	11/4	11/11	11/18	11/25	12/2	12/9	12/16	12/23	12/30	1/6	1/13	1/20	1/27	2/3	2/10	2/17	2/24	3/3	3/10	3/17	3/24	3/31	4/7	4/14	4/21	4/28	5/5	5/12	5/19	5/26	6/2	6/9	6/16	6/23	6/30	7/7	7/14	7/21	7/28	8/4	8/11
SALE 730 Professional Sales Leadership and Management				SALE 790 or SALE 795				PSYC 602: Individual & Org Intelligence				Break (3)			SALE 730 Professional Sales Leadership and Management				SALE 790 or SALE 795				SALE 790 or SALE 795				Break (1)																								
Major Elective: Group 5 or BREAK															MGMT 711 Business Environment				SALE 730 Professional Sales Leadership and Management				MGMT 711 Business Environment																Major Elective: Group 5 or BREAK												
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PSYC 603			PSYC 601 or BUSA 603			PSYC 602						PSYC 603			PSYC 601 or BUSA 603			PSYC 602						PSYC 601 or PSYC 603			PSYC 602		
MATH 601			MATH 601			MATH 601						MATH 601			MATH 601			MATH 601						MATH 601					