

Franklin University - Masters in Professional Sales Leadership Course Sequence Calendar

2022-2025

Fall 2022														Spring 2023														Summer 2023																							
8/15	8/22	8/29	9/5	9/12	9/19	9/26	10/3	10/10	10/17	10/24	10/31	11/7	11/14	11/21	11/28	12/5	12/12	12/19	12/26	1/2	1/9	1/16	1/23	1/30	2/6	2/13	2/20	2/27	3/6	3/13	3/20	3/27	4/3	4/10	4/17	4/24	5/1	5/8	5/15	5/22	5/29	6/5	6/12	6/19	6/26	7/3	7/10	7/17	7/24	7/31	8/7
																		Break (2)																				Break (1)		PUAD 715 Methodological Reasoning & Quantitative Analysis				SALE 720 Professional Sales Strategy and Technology				Break (1)			
																		Break (2)																				Break (1)		PUAD 715 Methodological Reasoning & Quantitative Analysis				PSYC 602: Individual & Org Intelligence				Break (1)			

*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

																		Break (2)																				Break (1)		FINA 737 or OSCM 731				Break (1)	
																		Break (2)																				Break (1)		MGMT 711				Break (1)	
																		Break (2)																				Break (1)		PSYC 602				Break (1)	
																		Break (2)																				Break (1)		MATH 601				Break (1)	

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				MCM 707 Marketing Communication Foundations				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)																															
																										MATH 601 Introduction to Analytics																																											
Major Elective: Group 5 or BREAK				SALE 710 Professional Sales				SALE 720 Professional Sales Strategy and Technology				Break (3)														SALE 730 Professional Sales Leadership and Management				MCM 707 Marketing Communication Foundations				Major Elective: Group 5 or BREAK				SALE 790 or SALE 795				Break (1)																											
																										MATH 601 Introduction to Analytics																																											
						SALE 710 Professional Sales				PUAD 715 Methodological Reasoning & Quantitative Analysis				Break (3)														Major Elective: Group 5 or BREAK				MCM 707 Marketing Communication Foundations				SALE 720 Professional Sales Strategy and Technology				Major Elective: Group 5 or BREAK				PSYC 602: Individual & Org Intelligence				Break (1)																					
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														MATH 601 Introduction to Analytics																																																							
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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)													
MGMT 711				MCM 707 or MGMT 711				MGMT 711																		MGMT 711				MCM 707 or MGMT 711				MGMT 711																	
PSYC 603				PSYC 601 or BUSA 603				PSYC 602				Break (3)														PSYC 603				PSYC 601 or BUSA 603				PSYC 602				Break (1)													
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