

Franklin University - Masters in Professional Sales Leadership Course Sequence Calendar

2025-2027

Fall 2025														Spring 2026														Summer 2026																																	
8/18	8/25	9/1	9/8	9/15	9/22	9/29	10/6	10/13	10/20	10/27	11/3	11/10	11/17	11/24	12/1	12/8	12/15	12/22	12/29	1/5	1/12	1/19	1/26	2/2	2/9	2/16	2/23	3/2	3/9	3/16	3/23	3/30	4/6	4/13	4/20	4/27	5/4	5/11	5/18	5/25	6/1	6/8	6/15	6/22	6/29	7/6	7/13	7/20	7/27	8/3	8/10										
SALE 730 Professional Sales Leadership and Management						SALE 790 or SALE 795						Break (2)														SALE 730 Professional Sales Leadership and Management						SALE 790 or SALE 795						Break (1)																							
Major Elective: Group 5 or BREAK						MGMT 711 Business Environment						PSYC 602: Individual & Org Intelligence						SALE 730 Professional Sales Leadership and Management						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						Break (1)																			
														MATH 601 Introduction to Analytics														Break (1)																																	
						SALE 710 Professional Sales						SALE 720 Professional Sales Strategy and Technology						SALE 730 Professional Sales Leadership and Management						MGMT 711 Business Environment						SALE740 - Enterprise Selling						PSYC 601 or PSYC 603 or OSCM 731						PSYC 602 or OSCM 731						Break (1)													
																		SALE 710 Professional Sales						SALE 720 Professional Sales Strategy and Technology						PSYC 601 or PSYC 603 or OSCM 731						PSYC 602 or OSCM 731						Break (1)																			
																								SALE 710 Professional Sales						SALE 720 Professional Sales Strategy and Technology						PSYC 601 or PSYC 603 or OSCM 731						PSYC 602 or OSCM 731						Break (1)													

*The Masters in Professional Sales Leadership requires one (1) of the following: PSYC 601, PSYC 602, PSYC 603, and then one (1) no n-duplicated of the following: PSYC 601, PSYC 602, PSYC 603, OSCM 731, SALE 790.

ADDITIONAL SCHEDULE OPTIONS

FINA 737 or OSCM 731						FINA 737 or OSCM 731						FINA 737 or OSCM 731						Break (2)														FINA 737 or OSCM 731						FINA 737 or OSCM 731						FINA 737 or OSCM 731						Break (1)													
PSYC 603						PSYC 601 OR SALE 790						PSYC 602						Break (2)														PSYC 603						PSYC 601 OR SALE 790						PSYC 602						Break (1)													

Fall 2026														Spring 2027														Summer 2027																																	
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FINA 737 Corporate Finance						SALE 795 Professional Sales Capstone						Break (2)														FINA 737 Corporate Finance						SALE 795 Professional Sales Capstone						Break (1)																							
SALE 730 Professional Sales Leadership and Management						MGMT 711 Business Environment						SALE740 - Enterprise Selling						SALE 730 Professional Sales Leadership and Management						FINA 737 Corporate Finance						SALE740 - Enterprise Selling						SALE 795 Professional Sales Capstone						Break (1)																			
MGMT 711 Business Environment						SALE 710 Professional Sales						SALE 720 Professional Sales Strategy and Technology						SALE 730 Professional Sales Leadership and Management						MGMT 711 Business Environment						SALE740 - Enterprise Selling						PSYC 601 or PSYC 603 or OSCM 731						PSYC 602 or OSCM 731						Break (1)													
						SALE 710 Professional Sales						SALE 720 Professional Sales Strategy and Technology												SALE 710 Professional Sales						SALE 720 Professional Sales Strategy and Technology						PSYC 601 or PSYC 603 or OSCM 731						PSYC 602 or OSCM 731						Break (1)													
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FINA 737 or OSCM 731						FINA 737 or OSCM 731						FINA 737 or OSCM 731						Break (2)														FINA 737 or OSCM 731						FINA 737 or OSCM 731						FINA 737 or OSCM 731						Break (1)													
PSYC 603						PSYC 601 OR SALE 790						PSYC 602						Break (2)														PSYC 603						PSYC 601 OR SALE 790						PSYC 602						Break (1)													