

Minor in Professional Sales

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Code	Title	Hours
Required Courses ¹		
MKTG 3050	Introduction to Marketing	3
MKTG 4130	Professional Selling	3
MKTG 4160	Advanced Professional Selling	3
MKTG 4170	Sales Management	3
Electives		
Select six hours from the following:		6
COMM 1100	Human Communication	
COMM 1110	Public Speaking	
COMM 2100	Introduction to Communication Theory	
MGNT 4200	Leadership Skills	
MKTG 4180	Practicum in Professional Selling	
MKTG 4220	Retailing	
MKTG 4670	Marketing Channels	
MKTG 4730	Business-to-Business Marketing	
MKTG 4750	Marketing of Services	
PHIL 2030	Ethics and Contemporary Society	
PHIL 3120	Ethical Theory	
PSYC 3710	Social Psychology	
SOCI 3710	Social Psychology	
THEA 1710	Improvisation	
THEA 2850	Acting for the Non-Theatre Major	
Total Hours		18

¹ Non-business majors are allowed to take a maximum of 29 credit hours of business courses (1000- to 4000-level). If taking the minor would cause the student to exceed this 29 credit hour limit, then the student will not be able to complete the minor.