

Minor in Professional Sales

Requirements for the Minor in Professional Sales

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 6 hours from the following:		6
COMM 1100	Human Communication	
COMM 1110	Public Speaking	
COMM 2100	Introduction to Communication Theory	
HCAD 4000	Legal and Ethical Issues in Healthcare Administration	
MKTG 4180	Practicum in Professional Selling	
MGNT 4200	Leadership Theory and Skills	
MKTG 4750	Marketing of Services	
PHIL 2030	Ethics and Contemporary Society	
PHIL 3120	Ethical Theory	
PSYC/SOCI 3710	Social Psychology	
THEA 1710	Introduction to Performance	
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-hour limit, then the student will not be able to complete the minor.