

SALES, MINOR

The Sales curriculum provide students with sales theory and up-to-date sales technologies, practical process applications and engagement with live business-to-business selling environments. Students who have earned the minor can contribute revenue to a hiring organization while also being more prepared to accept continued sales and management training. In an environment where making the sale is everything, a minor in Sales takes our students anywhere.

Sales minor		Hours
Required:		
EC 110	Principles of Microeconomics	3
MKT 300	Marketing	3
MKT 337	Personal Selling	3
MKT 437	Advanced Selling	3
MKT 438	Sales Management	3
MKT 439	Sales Strategy	3
Total Hours		18