

# SALES MINOR

---

## Sales Minor Requirements

### Required Courses

MKT 363	Personal Selling
---------	------------------

MKT 391	Marketing Internship
---------	----------------------

MKT 463	Sales Management
---------	------------------

Select one Marketing Elective from the following:

MKT 311	Consumer Behavior
---------	-------------------

MKT 312	Marketing Research
---------	--------------------

MKT 382	New Product Development
---------	-------------------------

MKT 410	Business To Business Marketing
---------	--------------------------------

Select one Elective from the following:

COM 367	Small Group Communication
---------	---------------------------

COM 380	Nonverbal Communication
---------	-------------------------

COM 470	Argumentation and Persuasion
---------	------------------------------

GSCM 301	Supply Chain Management Concepts
----------	----------------------------------

GSCM 310	Supply Chain Integration
----------	--------------------------

MGT 312	Human Resources Management
---------	----------------------------

MGT 463	Power and Influence
---------	---------------------

PSY 353	Psychology of Personality
---------	---------------------------

PSY 470	Social Psychology
---------	-------------------

PSY 486	Judgment and Decision Making
---------	------------------------------