

# SALES MINOR

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## Sales Minor Requirements:

### Required Courses

MKT 363	Personal Selling	3
MKT 391	Marketing Internship	3
MKT 463	Sales Management	3

Select one Marketing Elective from the following:

MKT 311	Consumer Behavior	3
MKT 312	Marketing Research	3
MKT 382	New Product Development	3
MKT 410	Business To Business Marketing	3

Select one Elective from the following:

COM 367	Small Group Communication	3
COM 380	Nonverbal Communication	3
COM 470	Persuasion and Social Influence	3
GSCM 301	Supply Chain Management Concepts	3
GSCM 310	Supply Chain Integration	3
MGT 312	Human Resources Management	3
MGT 463	Power and Influence	3
PSY 353	Psychology of Personality	3
PSY 470	Social Psychology	3
PSY 486	Judgement and Decision Making	3

A minimum of 15 credit hours is required for the minor.