

# PROFESSIONAL SELLING, MINOR

## Minor in Professional Selling (660101M)

The Minor in Professional is designed for students that are non-marketing majors, who want to add an additional skill set for career options. Regardless of one's major, developing sales and negotiation skills are likely to help advance one's career. This minor requires an additional **18 credits** that provide students with the tools and skills to pursue a career in professional selling as a **complement to their major area of study**. There is high market demand for students who can combine a deep knowledge in one area/major with the additional skills of professional selling and business negotiations.

### College of Business Undergraduate Programs

<http://www.uakron.edu/business/advising> (<http://www.uakron.edu/business/advising/>)

(330) 972-7042

Email: Business Advising ( [businessadvising@uakron.edu](mailto:businessadvising@uakron.edu) )

College of Business room 260

The following information has official approval of **The Department of Marketing** and **The College of Business**, but is intended only as a guide. Completion of this minor is contingent upon many factors, including but not limited to: class availability, total number of required credits, work schedule, finances, family, course drops/withdrawals, successfully passing courses, prerequisites, among others.

Please refer to the University Requirements for Minor Areas of Study (<https://bulletin.uakron.edu/undergraduate/important-policies/graduation-requirements/#minor-req>) for specific graduation information regarding minors.

## Summary

Code	Title	Hours
Required Courses		12
Electives		6
<b>Total Hours</b>		<b>18</b>

## Required Courses

Code	Title	Hours
MKTG 205	Marketing Principles <sup>2</sup>	3
SALES 275	Professional Selling	3
SALES 475	Business Negotiations <sup>1</sup>	3
SALES 478	Advanced Professional Selling <sup>1</sup>	3
<b>Total Hours</b>		<b>12</b>

## Electives

Code	Title	Hours
<b>Select two of the following:</b>		<b>6</b>
SALES 480	Sales Management <sup>1</sup>	
ENTRE 201	Introduction to Entrepreneurship	
FPL 200	Foundations of Personal Finance	
FPL 417	Retirement Planning <sup>1</sup>	
FIN 343	Investments	

MGMT 302 Organizational Behavior & Leadership Skills

HRM 241

MGMT 457 International Management <sup>1</sup>

INTB 421 Foreign Market Entry <sup>1</sup>

MGMT 422 Applied Sales in Sport

**Total Hours** **6**

<sup>1</sup> Must be admitted to 4-year degree granting major.

<sup>2</sup> ECON 200 Principles of Microeconomics is a pre/corequisite to MKTG 205.