

NAME: _____

ID#: _____

DATE: _____

THIS CHECKLIST IS AN UNOFFICIAL TOOL FOR PLANNING.
Matriculated students and advisors should consult the Academic Requirements Report in GullNet before and after registering for classes each semester to track academic progress.

UNIVERSITY POLICIES

Salisbury University minors require:

- The completion of at least 18 credits with grades of C or better.
- At least 15 credits applied toward the minor must be coursework that is not used to satisfy General Education requirements.
- At least nine credits must be earned at SU.

Advisement for the minor is available from the Perdue School advising coordinator.

MINOR REQUIREMENTS

- The professional sales minor provides students with an in-depth understanding of sales and sales-related functions in an organization. Sales is a very important function as it is the only revenue-generating function in an organization. The sales minor is open to any student at SU, provided they meet the prerequisites.
- The minor requires 18 credit hours, any of which may be used to fulfill other degree requirements.
- All courses must be completed with a grade of C or better and none may be taken P/F.
- A minimum of 9 credits must be earned at SU.
- Course substitution will only be allowed if a course has not been offered in two subsequent semesters. The minor requires an internship in sales.
- Student who have completed their ABLE internship in another area will be required to complete a new ABLE internship in the area of sales.
- Students must declare the professional sales minor online at:
www.salisbury.edu/perdue/studentservices/advising/students/minors.html.

Course No. & Title	#Credits	Grade	Taken @SU	Term Completed
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REQUIRED COURSES (12 credits)

MKTG337 Professional Selling	3	_____	Y/N	_____
MKTG407 Sales Management	3	_____	Y/N	_____
MKTG410 Advanced Professional Selling	3	_____	Y/N	_____
MKTG497 Professional Selling Internship	3	_____	Y/N	_____

APPROVED ELECTIVES (6 credits)

Choose 2 from the following (circle courses taken):

MKTG 401 - Business Marketing	3	_____	Y/N	_____
BUAD 345 - Purchasing and Materials Management	3	_____	Y/N	_____
MGMT 454 - Negotiation	3	_____	Y/N	_____

_____ Other elective approved by department chair

PREREQUISITE/COREQUISITE INFORMATION

- Prerequisite for MKTG 401/BUAD 345/MGMT 454: MKTG 330
- Prerequisite for MKTG 330: ECON 150 or 211 or 212
- Prerequisite for MKTG 497: BUAD 300 (1 credit) - Please note business majors also need to complete MGMT 320 along with BUAD 300