

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](http://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