### UNIVERSITY POLICIES

Salesbury 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.

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### UNIVERSITY POLICIES

Matriculated students and advisors should consult the Academic Requirements Report in GullNet before and after registering for classes each semester to track academic progress.

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### 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

**REQUIRED COURSES (12 credits)**

<table>
<thead>
<tr>
<th>Course No.</th>
<th>Title</th>
<th>Credits</th>
<th>Grade</th>
<th>Taken @ SU</th>
<th>Completed</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG337</td>
<td>Professional Selling</td>
<td>3</td>
<td></td>
<td>Y/N</td>
<td></td>
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<tr>
<td>MKTG407</td>
<td>Sales Management</td>
<td>3</td>
<td></td>
<td>Y/N</td>
<td></td>
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<tr>
<td>MKTG410</td>
<td>Advanced Professional Selling</td>
<td>3</td>
<td></td>
<td>Y/N</td>
<td></td>
</tr>
<tr>
<td>MKTG497</td>
<td>Professional Selling Internship</td>
<td>3</td>
<td></td>
<td>Y/N</td>
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</tr>
</tbody>
</table>

**APPROVED ELECTIVES (6 credits)**

Choose 2 from the following (circle courses taken):

<table>
<thead>
<tr>
<th>Course No.</th>
<th>Title</th>
<th>Credits</th>
<th>Grade</th>
<th>Taken @ SU</th>
<th>Completed</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG 401</td>
<td>Business Marketing</td>
<td>3</td>
<td></td>
<td>Y/N</td>
<td></td>
</tr>
<tr>
<td>BUAD 345</td>
<td>Purchasing and Materials Management</td>
<td>3</td>
<td></td>
<td>Y/N</td>
<td></td>
</tr>
<tr>
<td>MGMT 454</td>
<td>Negotiation</td>
<td>3</td>
<td></td>
<td>Y/N</td>
<td></td>
</tr>
</tbody>
</table>

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