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

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