## Minor Requirements (15 credit hours)

### Required Courses (9 credit hours)

<table>
<thead>
<tr>
<th>Course</th>
<th>Complete</th>
<th>Needed</th>
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<tbody>
<tr>
<td>MKTG 3353 – Foundations of Professional Sales</td>
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<tr>
<td>MKTG 3355 – Personal Selling</td>
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<tr>
<td>MKTG 3357 – Salesforce Management</td>
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### Choose two elective courses from the list below (6 credit hours)

**Business:**
- MKTG 4393 – Cross-Cultural Negotiations
- MGMT 3320 – Business Communication
- MKTG 3345 or (PSYC 1332) – Consumer Behavior
- PHIL 3314 - Ethics in Business
- MGMT 4331 - Business Law
- MGMT 3349 or (PSYC 3351) - Managing Behavior in Organizations
- MGMT or MKTG 4393 - Internship in Personal Selling

**Communication:**
- COMM 2332 – Persuasion and Argumentation
- COMM 2350 or (DRAM 1331) – Interpersonal Communication
- COMM 3333 - Nonverbal Communication

**Other:**
- Other courses may be accepted with the approval of the dean, program director, or the department chair.

## Total

<table>
<thead>
<tr>
<th></th>
<th>Completed</th>
<th>Needed</th>
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<tr>
<td>Total for program:</td>
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**TOTAL: 15**