

Student: _____

ID#: _____

Advisor: _____

DATE: ____/____/____



UNIVERSITY OF ST. THOMAS

Minor in Sales 2021-2022 Catalog

Minor Requirements (15 credit hours)		Complete	Needed
Required Courses (9 credit hours)			
<input type="checkbox"/> MKTG 4393 – Foundations of Professional Sales <input type="checkbox"/> MKTG 3353- Personal Selling <input type="checkbox"/> MKTG 3357– Salesforce Management			
Choose two elective courses from the list below (6 credit hours)			
BUSINESS: <input type="checkbox"/> MKTG 4393 – Cross Cultural Negotiations <input type="checkbox"/> MGMT 3320 – Business Communication <input type="checkbox"/> MKTG 3345 or (PHYC 1332)- Consumer Behavior <input type="checkbox"/> PHIL 3314- Ethics in Business <input type="checkbox"/> MGMT 4331-Business Law <input type="checkbox"/> MGMT 3349 or (PHYC 3351)-Managing Behavior in Organizations COMMUNICATION: <input type="checkbox"/> COMM 2332 – Persuasion and Argumentation <input type="checkbox"/> COMM 2350 or (DRAM 1331) – Interpersonal Communication <input type="checkbox"/> COMM 3333-Nonverbal Communication OTHER: <input type="checkbox"/> Other courses may be accepted with approval of the dean, program director or the department chair.			

Total	Completed	Needed
Total for program:		

TOTAL: 15