



For Students on Catalog: 2021-2022

SALES MINOR INFORMATION

REQUIRED COURSES (12 Units)

<u>Course</u>	<u>Course Title</u>	<u>Units</u>
BUS 347	Professional Selling Skills	4
BUS 348	Technology-based Professional Sales	4
BUS 466	Sales Practicum	4

ELECTIVE COURSES (16 Units)

<u>Course</u>	<u>Course Title</u>	<u>Units</u>
BUS 396	Consumer Insights	4
BUS 489	Negotiation	4
GRC 361	Marketing and Sales Management for Print and Digital Media	4
IME 401	Sales Engineering	2
ITP 406	Professional Technical Selling	4
RPTA 114	Introduction to Hospitality and Travel	4
RPTA 393	Hospitality Sales and Service	4
WVIT 343	Branded Wine Marketing	4
WVIT 344	Direct to Consumer Wine Sales	4
WVIT 433	Wine Sales and E-Commerce	4
<i>Select no more than two courses from the following:</i>		
AGB 202	Introduction to Sales	4
AGB 309	Advanced Sales Techniques	4
AGB 404	Food Retail Management	4
AGB 406	Agribusiness Marketing Planning	4
<i>Select no more than two courses from the following:</i>		
COMS 101	Public Speaking	4
Or COMS 102	Principals of Oral Communication	4
COMS 212	Interpersonal Communication	4
COMS 213	Organizational Communication	4
COMS 217	Small Group Communication	4
COMS 322	Persuasion	4

TOTAL 28 Units

NOTES:

- Sales Minor is open to all majors.
- At least one-half of the minor units must be upper division courses
- A minimum of one-half of the coursework must be completed in residence.
- Minor must be completed BEFORE or at the SAME TIME as the Major.
- 28 units are required to complete the Minor.
- After admission to the Minor, students MUST maintain a 2.0 GPA in the Minor courses or be subject to dismissal from the Minor.