

# SALES AND BUSINESS DEVELOPMENT MINOR

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Discover what it takes to be successful in the field of professional selling. Expand the ability to influence outcomes in business by developing the skills needed in business-to-business sales and direct contact with the customer. Strengthen career options by exploring a comprehensive view of sales and gain confidence in the ability to contribute to the bottom line.

| Code          | Title                                    | Credits |
|---------------|--|---------|
| Required      |  |         |
| MAN 315       | Organizational Behavior and Management   | 3       |
| MAR 305       | Marketing Principles                     | 3       |
| SLS 325       | Business Aspects of Professional Selling | 3       |
| SLS 425       | People Aspects of Professional Selling   | 3       |
| SLS 498       | Sales Internship                         | 3       |
| Total Credits |  | 15      |