

# 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.

<b>Code</b>	<b>Title</b>	<b>Credits</b>
<b>Required</b>		
MAR 301	Principles of Marketing	4
MAN 301	Organizational Behavior	4
SLS 300	The Business Aspects of Professional Selling	4
SLS 400	The People Aspects of Professional Selling	4
SLS 498	Sales Internship	4
<b>Total Credits</b>		<b>20</b>