# Sales Minor

## Required Courses

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 347</td>
<td>Professional Selling Skills</td>
<td>4</td>
</tr>
<tr>
<td>BUS 348</td>
<td>Technology-Based Professional Sales</td>
<td>4</td>
</tr>
<tr>
<td>BUS 450</td>
<td>Current Topics in Marketing</td>
<td>4</td>
</tr>
</tbody>
</table>

## Approved Electives

Select from the following (at least 2 units must be 300-400 level):

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 396</td>
<td>Consumer Insights</td>
<td></td>
</tr>
<tr>
<td>BUS 489</td>
<td>Negotiation</td>
<td></td>
</tr>
<tr>
<td>GRC 361</td>
<td>Marketing and Sales Management for Print and Digital Media</td>
<td></td>
</tr>
<tr>
<td>IME 401</td>
<td>Sales Engineering</td>
<td></td>
</tr>
<tr>
<td>ITP 406</td>
<td>Professional Technical Selling</td>
<td></td>
</tr>
<tr>
<td>RPTA 114</td>
<td>Introduction to Hospitality and Travel</td>
<td></td>
</tr>
<tr>
<td>RPTA 393</td>
<td>Hospitality Sales and Service</td>
<td></td>
</tr>
<tr>
<td>WVIT 343</td>
<td>Branded Wine Marketing</td>
<td></td>
</tr>
<tr>
<td>WVIT 344</td>
<td>Direct to Consumer Wine Sales</td>
<td></td>
</tr>
<tr>
<td>WVIT 433</td>
<td>Wine Sales and E-Commerce</td>
<td></td>
</tr>
</tbody>
</table>

Select no more than two courses from the following:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>AGB 202</td>
<td>Introduction to Sales</td>
<td></td>
</tr>
<tr>
<td>AGB 309</td>
<td>Advanced Sales Techniques</td>
<td></td>
</tr>
<tr>
<td>AGB 404</td>
<td>Food Retail Management</td>
<td></td>
</tr>
<tr>
<td>AGB 406</td>
<td>Agribusiness Marketing Planning</td>
<td></td>
</tr>
</tbody>
</table>

Select no more than two courses from the following:

<table>
<thead>
<tr>
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<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>COMS 101</td>
<td>Public Speaking</td>
</tr>
<tr>
<td>COMS 212</td>
<td>Interpersonal Communication</td>
</tr>
<tr>
<td>COMS 213</td>
<td>Organizational Communication</td>
</tr>
<tr>
<td>COMS 217</td>
<td>Small Group Communication</td>
</tr>
<tr>
<td>COMS 322</td>
<td>Persuasion</td>
</tr>
</tbody>
</table>

Total units: 28