

SALES MINOR

Minor Requirements and Curriculum

The minor must be completed prior to, or at the same time as, the requirements for the bachelor's degree. A major and a minor may not be taken in the same degree program, and a minor is not required for a degree. Requirements for the minor include:

- At least half of the units must be from upper-division courses (3000-4000 level).
- At least half of the units must be taken at Cal Poly (in residence).
- No more than one-third of the units will be taken with credit-no credit grading (CR/NC), not counting courses with mandatory CR/NC. Departments may further limit CR/NC grading if desired.
- A minimum 2.0 GPA is required in all units counted for completion of the minor.

Code	Title	Units
REQUIRED COURSES		
BUS 3347	Professional Selling Skills	3
BUS 3348	Technology-Based Professional Sales	4
BUS 4466	Sales Practicum	4
Approved Electives		
Select from the following: ¹		6-7
AGB 3309	Advanced Sales Techniques	
BUS 3396 & 3396A	Consumer Insights and Consumer Insights Project	
BUS 4430	Internship/Cooperative Education	
BUS 4489	Negotiation	
COMS 3305	Persuasion	
ITP 4406	Business-to-Business Complex Solutions Selling	
Total Units		17

¹ BUS 3396A is a required corresponding activity course if BUS 3396 is selected, combined total of 4 units.