

# SALES MINOR

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## Required Courses

BUS 347	Professional Selling Skills	4
BUS 348	Technology-Based Professional Sales	4
BUS 466	Sales Practicum	4

## Approved Electives

Select from the following (at least 2 units must be 300-400 level): 16

BUS 396	Consumer Insights
BUS 489	Negotiation
GRC 361	Marketing and Sales Management for Print and Digital Media
IME 401	Sales Engineering
ITP 406	Professional Technical Selling
RPTA 114	Introduction to Hospitality and Travel
RPTA 393	Hospitality Sales and Service
WVIT 343	Branded Wine Marketing
WVIT 344	Direct to Consumer Wine Sales
WVIT 433	Wine Sales and E-Commerce

Select no more than two courses from the following:

AGB 202	Introduction to Sales
AGB 309	Advanced Sales Techniques
AGB 404	Food Retail Management
AGB 406	Agribusiness Marketing Planning

Select no more than two courses from the following:

COMS 101	Public Speaking
or COMS 102	Principles of Oral Communication
COMS 212	Interpersonal Communication
COMS 213	Organizational Communication
COMS 217	Small Group Communication
COMS 322	Persuasion

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**Total units** **28**