# Sales Minor

## 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

**Total units** 28