

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 211	Interpersonal Communication	
COMS 213	Organizational Communication	
COMS 217	Small Group Communication	
COMS 322	Persuasion	

Total units **28**