

PROFESSIONAL SALES MINOR

Innovation and Entrepreneurship

The Professional Sales minor is designed to provide all students, regardless of major, with an understanding and applied appreciation for the sales process. With roughly 60% of college graduates working in a sales-related role upon graduating, this minor will provide students with relevant, real-world skills that ensure career readiness.

Please see complete information on all of the requirements (<https://coursecatalog.plymouth.edu/undergraduate-programs/minors/>) to earn a minor at Plymouth State University.

| Course | Title | Credits |
|--------------------------------|---|-----------|
| Minor Requirements | | |
| BUS 1100 | Introduction to Marketing and Sales | 4 |
| SAL 3280 | Professional Selling Skills I | 4 |
| SAL 3290 | Professional Selling Skills II | 4 |
| Minor Electives | | |
| Choose one from the following: | | 4 |
| SAL 3300 | Negotiations & Conflict Resolution | |
| SAL 3310 | Sales Prospecting & Business Development | |
| SAL 4330 | Professional Sales Management | |
| SAL 4710 | Medical Sales Capstone | |
| BUS 4620 | Business Internship | |
| FIN 4300 | Professional Financial Planning | |
| MKT 3450 | Sports Marketing and Sales | |
| MGM 3450 | Organizational Behavior & Team Development (DICO) | |
| ACC 3142 | Cost Accounting | |
| Total Credits | | 16 |

¹ The maximum of four credits for the choice of Business Internship (BUS 4620) may be accumulated in any combinations of one to four credit internships.