

SALES MANAGEMENT MINOR

Code	Title	Hours
AGEC 333	Introduction to Sales	3
MKTG 321	Marketing	3
MKTG 422	Sales Management	3
<i>Economics Elective</i>		3-4
ECON 202	Principles of Microeconomics	
ECON 272	Foundations of Economic Analysis	
Sales Practicum Electives		3
AGEC 433	Advanced Sales	
BUS 429	Vandal Solutions	
MKTG 398	Internship	
<i>Sales Elective</i>		3
MHR 417	Deploying and Developing Human Capital	
MKTG 424	Pricing Strategy and Tactics	
MKTG 425	Retail Distribution Management	
MKTG 426	Marketing Channels Management	
OM 470	Supply Chain Management	
Total Hours		18-19

Courses to total 18 credits for this minor

Note: This minor is not open to students pursuing the B.S. Business, Marketing - Sales Management Option.