

# 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
MGT 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 Analytics	
<b>Total Hours</b>		<b>18-19</b>

## 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.