

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.