

## 2023-2024 Catalog

### Professional Selling and Sales Management

Minor

**Academic Department**

Cameron School of Business

**Total Credits 36**

#### Required Courses

| Item #                             | Course Title                      | Credits |
|------------------------------------|-----------------------------------|---------|
| <input type="checkbox"/> MKTG 3353 | Foundations of Professional Sales | 3       |
| <input type="checkbox"/> MKTG 3355 | Personal Selling                  | 3       |
| <input type="checkbox"/> MKTG 3357 | Salesforce Management             | 3       |

#### Electives

Choose two elective courses from the list below

- Other courses may be accepted with the approval of the dean, program director, or the department chair.

| Item #                             | Course Title                                        | Credits |
|------------------------------------|-----------------------------------------------------|---------|
| <input type="checkbox"/> MKTG 4393 | Special Topics in Marketing                         | 3       |
|                                    | MGMT 4393 Prerequisites:<br>50+ Credit Hours        |         |
| <input type="checkbox"/> MGMT 3320 | Business Communications                             | 3       |
| <input type="checkbox"/> MKTG 3345 | Consumer Behavior                                   | 3       |
| <input type="checkbox"/> PHIL 3314 | Business Ethics                                     | 3       |
|                                    | PHIL 3314 Prerequisite: PHIL<br>2314 or PHIL 2316   |         |
| <input type="checkbox"/> MGMT 3349 | Managing Behavior in Organizations                  | 3       |
|                                    | MGMT 3349 Prerequisites:<br>MGMT 2347               |         |
| <input type="checkbox"/> MGMT 4393 | Special Topics in Business Administration/Marketing | 3       |
|                                    | MGMT 4393 Prerequisites:<br>50+ Credit Hours        |         |
| <input type="checkbox"/> COMM 2332 | Persuasion and Argumentation                        | 3       |
| <input type="checkbox"/> COMM 3350 | Interpersonal Communication                         | 3       |
| <input type="checkbox"/> COMM 3333 | Nonverbal Communication                             | 3       |