

Professional and Technical Selling (PRS) Minor

PROGRAM SHEET

The Professional and Technical Selling minor prepares students to manage business clients. This minor provides students with technical and/or liberal arts backgrounds with opportunities to pair these backgrounds with essential knowledge and skills required for careers in sales. Careers in sales offer independence, ample financial reward, personal growth and opportunities for rapid advancement within organizations. Students experience rigorous classroom experiences designed to develop important knowledge and practical selling skills including: oral and written communication skills, selling techniques and networking, and the use of sales technology and customer information.

15 credit hours (9 credits required courses, 6 credits elective courses)

Required Courses (must take all courses)

Course Code	Course Name	PreReq's	Credits
SELL 3310	Professional and Technical Selling	*	3
SELL 4310	Advanced Selling	**	3
SELL 4320	Sales Force Strategies	**	3
Total			9

Advanced Business Electives

Course Code	Course Name	PreReq's	Credits
3000+	Any Business Course	Varies	3
3000+	Any Business Course	Varies	3
Total			15

* COM1, sophomore class standing

** MKT/SELL 3310, junior class standing