

Pamplin College of Business

**Department of Marketing
Application Checksheet for Minor in Professional Sales
For students graduating in calendar year 2020**

Application to the Professional Sales Minor is open to Pamplin College of Business students, pursuing a degree in **ACIS, BIT, ECON, FIN, HTM** or **MGT**, with at least a 2.50 GPA and at least 24 credit hours at Virginia Tech. Applicants should present the attached form to the Associate Dean for Undergraduate Programs, 1046 Pamplin Hall. Admission decisions will be made as applications are received. Applicants should receive a response, in writing, within two weeks of the decision.

In addition to fulfilling the requirements of their individual majors, students must complete the minor with at least a 2.0 in the 21 semester hours required for the minor. **Students must obtain a B- or higher in both MKTG 3104 and MKTG 4554.** The minor will be noted on the student's transcript.

Name _____ Student No. _____
 Current Address _____
 Major _____ Classification (So, Jr, Sr) _____
 Phone _____ Overall GPA _____
 E-mail _____ Estimated Graduation Date _____

Please enter information on any courses taken to date on the check sheet below.

I. REQUIRED COURSES (15 credit hours)	Credits	Grade	Term Taken
MKTG 3104 Marketing Management	3	_____	_____
MKTG 4204 Consumer Behavior (pre: MKTG 3104)	3	_____	_____
MKTG 4454 Sales Force Management (pre: MKTG 3104, 4204, 4554)	3	_____	_____
MKTG 4554 Buyer-Seller Relationship (pre: MKTG 3104, Co: 4204)	3	_____	_____
MKTG 4774 Advanced Professional Selling (pre: MKTG 3104, 4204, 4554)	3	_____	_____

II. ELECTIVE COURSES (6 credit hours)	Credits	Grade	Term Taken
Please enter dept., number, title	3	_____	_____
_____	3	_____	_____

Marketing Courses:

- MKTG 4254 Product and Price Management (pre: MKTG 3104, 4154, 4204)
- MKTG 4264 Analytics for Marketing (pre: MKTG 3104, 4154, 4204)
- MKTG 4354 Channels and Logistics (pre: MKTG 3104, 4204, BIT 2405, 2406)
- MKTG 4404 Field Practicum in Marketing (pre: MKTG 3104)
- MKTG 4604 Retail Management (pre: MKTG 3104)
- MKTG 4974 Independent Study (sales)
- MKTG 4144 (CHE 4144) - Business and Marketing Strategies for the Process Industries (pre: ECON 2005)

Communication Skills:

- COMM 3064 – Persuasion (pre: COMM 1014)
- COMM 3124 – Interpersonal Communication

Prerequisites: Some courses listed on this checksheet have prerequisites. Be sure to consult the University Catalog and/or check with your advisor.

Approved _____
 Director, Professional Sales Program _____ Date _____

Student _____
 Student Signature _____ Date _____