



**Pamplin College of Business**

**Department of Marketing  
application for Minor in Professional Sales  
for students graduating in calendar year 2021**

Application to the Professional Sales Minor is open to Pamplin College of Business students, pursuing a degree in **ACIS, BIT, ECON, FIN, HTM, MGT, or Real Estate** 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. **Additionally, 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 ID (Last Four Numbers) \_\_\_\_\_  
 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) (see below)	Credits	Grade	Term Taken
Please enter dept., number, title	3	_____	_____
_____	3	_____	_____

**Elective course options:**

- 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)
- COMM 3064 Persuasion (Pre: COMM 1014)
- COMM 3124 Interpersonal Communication

*Prerequisites: Some courses listed above may have prerequisites. Consult the university catalog and/or check with advisor.*

Approved \_\_\_\_\_  
 Director, Professional Sales Program Date \_\_\_\_\_

Student \_\_\_\_\_  
 Student Signature Date \_\_\_\_\_