



Department of Marketing Management
Professional Sales Minor
For students graduating calendar year
2022 and for student date of entry under
UG Catalog 2020-2021

Application to the minor in Professional Sales is open to all university students 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 credit 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.

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)	3	_____	_____
MKTG 4774 Advanced Professional Selling (Pre: MKTG 3104, 4204, 4554)	3	_____	_____

II. ELECTIVE COURSES (choose two -- 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)
- CMST 3064 Persuasion (Pre: COMM 1014)
- CMST 3124 Interpersonal Communication

Student _____
Student Signature Date

Approved _____
Director, Professional Sales Program Date

GENERAL INFORMATION:

Minimum GPA Requirements: Students must complete the minor with at least a 2.0 in the 21 credit hours required for the minor.

Prerequisite Requirements: Some of the courses listed on this checksheet have prerequisites, please consult the University Course Catalog or check with academic advisor regarding prerequisites.

Major and Minor Courses: No more than 50% of the graded course credits required for the Minor in Professional Sales may be double-counted by a student also enrolled in non-marketing business degree.