

Pamplin College of Business
Department of Marketing
Minor in Professional Sales
For students graduating in calendar year 2015

Required courses to fulfill Professional Sales Minor: Must complete 18 credit hours. Students must maintain satisfactory progress and obtain a grade of B- or higher in both MKTG 3104 and MKTG 4554.

I. REQUIRED COURSES (12 credit hours)

	Credits	Grade	Term Taken
MKTG 3104 Marketing Management	3	_____	_____
MKTG 4554 Buyer Seller Relationships	3	_____	_____
MKTG 4454 Sales Force Management	3	_____	_____
MKTG 4774 Advanced Professional Selling	3	_____	_____

II. ELECTIVE COURSES (6 credit hours)

Please enter dept., number, title	Credits	Grade	Term Taken
_____	3	_____	_____
_____	3	_____	_____

Select from the following courses:

Marketing Courses:

- MKTG 4204 – Consumer Behavior
- MKTG 4404 – Field Practicum in Marketing
- MKTG 4974 – Independent Study (sales)
- MKTG 4144 (CHE 4144) - Business and Marketing Strategies for the Process Industries

Communication Skills:

- COMM 3064 – Persuasion
- COMM 3124 – Interpersonal Communication

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Application to the Professional Sales Minor is open to all Pamplin College of Business 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, maintaining satisfactory progress with at least a 2.0 in the 18 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 (12 Credit Hours)	Credits	Grade	Term Taken
MKTG 3104 Marketing Management	3	_____	_____
MKTG 4554 Relationships Between Buyers and Sellers	3	_____	_____
MKTG 4454 Sales Force Management	3	_____	_____
MKTG 4774 Advanced Professional Selling	3	_____	_____

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

Select from the following courses:

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Communication Skills:

- COMM 3064 – Persuasion
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Approved _____	_____
Director, Professional Sales Program	Date

Completed _____	_____
Director, Professional Sales Program	