

# Professional Selling

## Certificate in Professional Selling

The Certificate in Professional Selling develops student knowledge and competencies related to the sales profession, with particular emphasis on key interpersonal and selling skills. The program focuses on concepts and tools that are consistent with current professional practice.

Prospective students are subject to the university's admission policies and procedures. Certificates must be declared within and approved by the College of Business. Declare your certificate by completing the Certificate in Professional Selling form online at: [www.ndsu.edu/mgmt\\_mrkt](http://www.ndsu.edu/mgmt_mrkt). Please do so *before or when* taking MRKT 430 Sales and Personal Selling.

## Certification Requirements

### Professional Selling Certificate

#### Certificate Requirements

Required Credits: 16

#### Requirements

|          |                              |   |
|----------|------------------------------|---|
| MRKT 320 | Foundations of Marketing     | 3 |
| MRKT 430 | Sales and Personal Selling * | 3 |
| MRKT 434 | Sales Management             | 3 |
| BUSN 413 | Business Internship **       | 3 |
| MRKT 499 | Special Topics               | 1 |

#### Electives

|                              |  |   |
|------------------------------|--|---|
| Select one of the following: |  | 3 |
| MGMT 451                     | Negotiation and Alternative Dispute Resolution |   |
| MGMT 461                     | Supply Chain Management                        |   |
| MRKT 470                     | Services Marketing                             |   |

|               |  |    |
|---------------|--|----|
| Total Credits |  | 16 |
|---------------|--|----|

\* Optional co-requisite with MRKT 320

\*\* Requires approval by College of Business Center for Professional Selling and Sales Technology

## Requirements for a certificate in Professional Selling

- Certificates must be declared within the College of Business. Be sure to officially declare your certificate by completing the Certificate in Professional Selling form online at [www.ndsu.edu/mgmt\\_mrkt](http://www.ndsu.edu/mgmt_mrkt). Please do so before or when taking MRKT 430 Sales and Personal Selling.
- To be accepted into the certificate program, students must have a 2.50 institutional cumulative GPA and at least junior standing (60 credits).
- To complete a certificate, students must earn a 'C' or better in all courses used to satisfy certificate requirements and a minimum 2.50 grade point average that is based on the courses used to satisfy the certificate requirements.
- If the certificate or institutional GPA falls below the 2.50 GPA after acceptance into the program, the student will not be allowed to

register for the CoB courses until the cumulative GPA returns to 2.50 or above.

- Certificate students must satisfy all course prerequisites.
- Approval for a certificate does not guarantee enrollment in specific courses.