

# 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: <https://www.ndsu.edu/business/programs/sales/sales-cert-app>. Please do so *before or when* taking MRKT 430 Sales and Personal Selling.

## Certification Requirements

### Professional Selling Certificate

#### Certificate Requirements

Required Credits: 16

Code	Title	Credits
<b>Requirements</b>		
MRKT 320	Foundations of Marketing	3
MRKT 430	Sales and Personal Selling *	3
MRKT 434	Sales Management	3
MRKT 436	Advanced Professional Selling	1
BUSN 413	Business Internship **	3
<b>Electives</b>		
Select one of the following:		3
MGMT 451	Negotiation and Alternative Dispute Resolution	
MGMT 461	Supply Chain Management	
MGMT 499	Modeling the Supply Chain	
MRKT 438	Customer Relationship Management (CRM) and Sales Technology	
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.
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