

# Professional Selling

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## Department Information

- **Department Location:**  
Richard H. Barry Hall
- **Department Phone:**  
701-231-8651
- **Department Web Site:**  
[www.ndsu.edu/business/departments/mm/](http://www.ndsu.edu/business/departments/mm/)
- **Credential Offered:**  
Certificate
- **Program Overview:**  
[bulletin.ndsu.edu/programs-study/undergraduate/professional-selling/](http://bulletin.ndsu.edu/programs-study/undergraduate/professional-selling/)

## Certificate Requirements

### Certificate: Professional Selling

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
AGEC 350	Agrisales	
MGMT 451	Negotiation and Alternative Dispute Resolution	
MGMT 461	Supply Chain Management	
MGMT 462	Modeling the Supply Chain	
MRKT 438	Customer Relationship Management (CRM) and Sales Technology	
MRKT 470	Services Marketing	
<b>Total Credits</b>		<b>16</b>

\* 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 ([https://www.ndsu.edu/business/research/centers\\_institutes/sales\\_center](https://www.ndsu.edu/business/research/centers_institutes/sales_center)). 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.