

# 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/) (<http://www.ndsu.edu/business/departments/mm/>)
- **Credential Offered:**  
Certificate
- **Official Program Curriculum:**  
[catalog.ndsu.edu/undergraduate/program-curriculum/professional-selling/](http://catalog.ndsu.edu/undergraduate/program-curriculum/professional-selling/) (<http://catalog.ndsu.edu/undergraduate/program-curriculum/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 ([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.