

Professional Selling

Department Information

- **Department Location:**
Richard H. Barry Hall
- **Department Phone:**
701-231-8651
- **Department Web Site:**
www.ndsu.edu/business/ (<http://www.ndsu.edu/business/>)
- **Credential Offered:**
Undergraduate Certificate
- **Program Overview:**
catalog.ndsu.edu/programs-study/undergraduate/professional-selling/ (<http://catalog.ndsu.edu/programs-study/undergraduate/professional-selling/>)

Certificate Requirements

Certificate: Professional Selling

Required Credits: 16

Code	Title	Credits
Requirements		
MRKT 320	Foundations of Marketing	3
MRKT 430	Sales and Personal Selling *	3
MRKT 434	Sales Management	3
MRKT 436	Advanced Professional Selling	1
MRKT 497	FE/Coop Ed/Internship	3
Electives - Select one of the following:		3
AGEC 350	Agrisales	
MGMT 451	Negotiations	
SCM 320	Integrated Supply Chain Management	
SCM 462	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

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/). 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.

Minor Requirements

Minor: Professional Selling

Required Credits: 16

Code	Title	Credits
Core Courses		
MRKT 320	Foundations of Marketing	3
MRKT 430	Sales and Personal Selling	3
MRKT 434	Sales Management	3
MRKT 436	Advanced Professional Selling	1
MRKT 497	FE/Coop Ed/Internship (Sales Internship)	3
Elective Course:		3
AGEC 350	Agrisales	
MGMT 472	Managing Family Enterprises	
MGMT 451	Negotiations	
MRKT 432	Entrepreneurial Sales	
MRKT 438	Customer Relationship Management (CRM) and Sales Technology	
MRKT 470	Services Marketing	
TL 320	Integrated Supply Chain Management	
Total Credits		16