

# 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/](http://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/) (<http://catalog.ndsu.edu/programs-study/undergraduate/professional-selling/>)

## Minor Requirements

### Minor: Professional Selling

Required Credits: 16

Code	Title	Credits
<b>Core Courses</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
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	
<b>Total Credits</b>		<b>16</b>