

Professional Selling

Department Information

- **Department Web Site:**
www.ndsu.edu/business/ (<http://www.ndsu.edu/business/>)
- **Credential Offered:**
 UG Certificate
- **Program Overview:**
catalog.ndsu.edu/programs-study/undergraduate/professional-selling/ (<http://catalog.ndsu.edu/programs-study/undergraduate/professional-selling/>)

Minor Requirements

Minor: Professional Selling

Required Credits: 18

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	3
MRKT 497	FE/Coop Ed/Internship (Sales Internship)	3
Elective Course:		
AGEC 350	Agrisales	3
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	
SCM 320	Integrated Supply Chain Management	
Total Credits		18