

Professional Selling

Department Information

- **Department Web Site:**
www.ndsu.edu/business/ (<http://www.ndsu.edu/business/>)
- **Credential Offered:**
UG Certificate
- **Official Program Curriculum:**
catalog.ndsu.edu/undergraduate/program-curriculum/professional-selling/ (<http://catalog.ndsu.edu/undergraduate/program-curriculum/professional-selling/>)

The certificate or minor 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.

The certificate and minor in Professional Selling is powered by the center for Professional Selling and Sales Technologies and enhance students' preparedness for careers in sales, business development, and marketing. The certificate and minor are open to students of all majors and aim to enhance the professional skills of students regardless of majors.

Students declare a minor or certificate by completing the minor change form. Please speak with a College of Business professional advisor for assistance or to answer any questions.