

PROFESSIONAL SALES MINOR

<https://cps.unh.edu/online/program/minor/professional-sales>

Description

This minor provides foundational skills for careers related to professional sales. Sales is a fundamental skill for individuals, products and businesses. It can also prepare students to be a member of a management team in small, medium or large enterprises or for self-employment.

NOTE: This minor may not be declared with the following major: BS Business Management: Professional Sales.

Students will have the opportunity to:

1. Develop self-confidence in sales, communication and presentation skills.
2. Distinguish different categories of sales.
3. Demonstrate skills utilizing sales technology tools.

Requirements

All minor courses must be completed with a minimum grade of C-, and a 2.0 grade point average must be maintained in courses for the minor. Two courses must be at the upper level (600 or 700). Only one overlap is allowed between major and minor.

Minor Requirements

Code	Title	Credits
MKT 517	Consumer Behavior	4
MKT 523	Introduction to Professional Sales	4
MKT 525	Presentation Excellence in Sales	4
MKT 615	Digital Storytelling and Brand Management	4
MKT 618	Sales Management	4
Total Credits		20