SALES MINOR

Description

**Minor in Sales** – The modern sales professional helps customers solve business problems through active listening, insightful questions, deep empathy, domain competency, and the understanding and communicating of value. The Sales Minor will prepare you to start your career journey into sales by teaching you to sell yourself first and giving you the skills and experience to succeed in your first role. More college graduates will go into sales than any other profession. Why not be prepared and differentiate yourself for the best opportunities by earning a sales minor and developing skills that are transferrable to any profession.

Requirements

The **Minor in Sales** is open to both Paul College and Non-Paul College students. Please reference the required courses depending on college. The minor consists of three required courses (marketing, sales level-one, sales level-two), two elective courses, and one sales experience. Please contact the Paul College Undergraduate Advising and Programs Office for an up-to-date list of approved elective courses or sales experiences.

Non-Paul Students – Sales Minor Requirements

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG 550</td>
<td>Survey of Marketing</td>
<td>4</td>
</tr>
<tr>
<td>MKTG 559</td>
<td>Foundations of Personal Selling</td>
<td>4</td>
</tr>
<tr>
<td>PAUL 698</td>
<td>Paul Topics (Advanced Sales)</td>
<td>4</td>
</tr>
<tr>
<td>Two Electives from approved list (below)</td>
<td></td>
<td>8</td>
</tr>
<tr>
<td>One Sales Experience: 1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MKTG 598</td>
<td>Topics in Marketing (Topics/Professional Sales Group)</td>
<td>4</td>
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</tbody>
</table>

Or qualifying sales internship

Paul Student – Sales Minor Requirements

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>ADMN 585</td>
<td>Marketing</td>
<td>4</td>
</tr>
<tr>
<td>or HMGT 600</td>
<td>Hospitality Marketing Management</td>
<td></td>
</tr>
<tr>
<td>MKTG 759</td>
<td>The Business of Sales</td>
<td>4</td>
</tr>
<tr>
<td>PAUL 698</td>
<td>Paul Topics (Advanced Sales)</td>
<td>4</td>
</tr>
<tr>
<td>Two Elective Courses from approved list (below)</td>
<td></td>
<td>8</td>
</tr>
<tr>
<td>One Sales Experience: 1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MKTG 598</td>
<td>Topics in Marketing (Professional Sales Group)</td>
<td>4</td>
</tr>
<tr>
<td>or PAUL 795</td>
<td>Internship</td>
<td></td>
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</tbody>
</table>

1 Sales Experience (1 required):
MKTG 598 Topics in Marketing minimum of two semesters of the 2-credit course. Or, PAUL 795 Internship (with approval) for credit or not.

Please note:

- You are responsible for checking pre-requisites for all courses listed
- All transfer courses must be evaluated for equivalency
- No more than 2 transfer courses may be applied to the minor
- Capacity in courses may be limited
- Some of the listed courses are “special topics” (or equivalent). Please make sure that the course has the same title (not simply the same number) as the listed course in order for it to count for the minor.
- The Sales Minor also follows UNH policy for minors

Sales Minor – Approved Elective List

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>CS 408</td>
<td>Living in a Networked World: The Good, the Bad, and the Ugly</td>
<td></td>
</tr>
<tr>
<td>CS 501</td>
<td>Professional Ethics and Communication in Technology-related Fields</td>
<td></td>
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<tr>
<td>IT 403</td>
<td>Introduction to Internet Technologies</td>
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<tr>
<td>IT 705</td>
<td>Project Management for Information Technology</td>
<td></td>
</tr>
<tr>
<td>TECH 750</td>
<td>Intellectual Asset Management for Engineers and Scientists</td>
<td></td>
</tr>
<tr>
<td>ANTH #508</td>
<td>Anthropology of Internet</td>
<td></td>
</tr>
<tr>
<td>ANTH 680</td>
<td>Public Speaking</td>
<td></td>
</tr>
<tr>
<td>CMN 500</td>
<td>Introduction to Argumentation</td>
<td></td>
</tr>
<tr>
<td>CMN 572</td>
<td>Analysis of Language and Social Interaction</td>
<td></td>
</tr>
<tr>
<td>CMN 588</td>
<td>Analyzing Institutional Interaction</td>
<td></td>
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<tr>
<td>CMN 666</td>
<td>Conversation Analysis</td>
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<tr>
<td>CMN 742</td>
<td>Dialogue and Teamwork</td>
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<tr>
<td>CMN 788</td>
<td>Opening Everyday Interaction</td>
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<tr>
<td>ENGL 415B</td>
<td>Literature and Business</td>
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<tr>
<td>ENGL 415E</td>
<td>Literature and Cybertecture</td>
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<tr>
<td>ENGL 502</td>
<td>Professional and Technical Writing</td>
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<tr>
<td>ENGL 503</td>
<td>Persuasive Writing</td>
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<tr>
<td>ENGL 602</td>
<td>Advanced Professional and Technical Writing</td>
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<tr>
<td>ENGL 712</td>
<td>Multimedia Storytelling</td>
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<tr>
<td>PHIL 412</td>
<td>Beginning Logic</td>
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<tr>
<td>PHIL 440</td>
<td>Just Business: The Ethics of Markets and Money</td>
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<tr>
<td>PHIL 444A</td>
<td>Who Am I? Concepts of Self</td>
<td></td>
</tr>
<tr>
<td>POLT 500</td>
<td>American Public Policy</td>
<td></td>
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<tr>
<td>POLT 760</td>
<td>Theories of International Relations</td>
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<tr>
<td>POLT 778</td>
<td>International Organization</td>
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<tr>
<td>PSYC 513</td>
<td>Cognitive Psychology</td>
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<tr>
<td>PSYC 552</td>
<td>Social Psychology</td>
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<tr>
<td>PSYC 553</td>
<td>Personality</td>
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<tr>
<td>SOC #685</td>
<td>Work and Occupations</td>
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<tr>
<td>THDA 442</td>
<td>Introduction to the Art of Acting</td>
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<tr>
<td>THDA 522</td>
<td>Storytelling, Story Theatre, and Involvement Dramatics</td>
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<tr>
<td>THDA 541</td>
<td>Art and Theatre Administration</td>
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<tr>
<td>CEP 672</td>
<td>Fundamentals of Real Estate</td>
<td></td>
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<tr>
<td>EREC 627</td>
<td>Community Economics</td>
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College of Engineering & Physical Sciences

College of Liberal Arts

College of Life Sciences
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>TOUR 510</td>
<td>Tourism and Global Understanding</td>
</tr>
<tr>
<td>KIN 444A</td>
<td>Risk and the Human Experience</td>
</tr>
<tr>
<td>KIN 560</td>
<td>Sport Psychology</td>
</tr>
<tr>
<td>KIN 565</td>
<td>Principles of Coaching</td>
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<tr>
<td>KIN 630</td>
<td>Sport Facility and Event Management</td>
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<td>KIN 643</td>
<td>Social Media Marketing in Sport</td>
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<td>KIN 743</td>
<td>Sport Marketing</td>
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<td>HMP 735</td>
<td>Social Marketing</td>
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<td>HMP 740</td>
<td>Health Care Financial Management</td>
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<td>HMP 741</td>
<td>Health Care Financial Management II</td>
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<td>RMP 559</td>
<td>Program and Event Marketing</td>
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<td>RMP 560</td>
<td>Recreational Sport Management</td>
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<tr>
<td>RMP 661</td>
<td>Recreation and Event Leadership</td>
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<td>RMP 663</td>
<td>Recreation and Event Management</td>
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<tr>
<td>RMP 680</td>
<td>Festival and Event Planning</td>
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<tr>
<td>RMP 775</td>
<td>Entrepreneurial and Commercial Recreation</td>
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**College of Health and Human Services**

<table>
<thead>
<tr>
<th>Course Code</th>
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<tbody>
<tr>
<td>ADMN 575</td>
<td>Behavior in Organizations</td>
</tr>
<tr>
<td>or MGT 580</td>
<td>Introduction to Organizational Behavior</td>
</tr>
<tr>
<td>ECON 605</td>
<td>Intermediate Microeconomic Analysis</td>
</tr>
<tr>
<td>HMGT 662</td>
<td>Convention Sales and Service Management</td>
</tr>
<tr>
<td>HMGT 758</td>
<td>Revenue Management and Pricing</td>
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**Paul College of Business and Economics**

<table>
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<tr>
<th>Course Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>MILT 601</td>
<td>Leading Small Organizations I</td>
</tr>
<tr>
<td>MILT 602</td>
<td>Leading Small Organizations II</td>
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**Military Science**

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<th>Course Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>HMGT 662</td>
<td>Convention Sales and Service Management</td>
</tr>
<tr>
<td>HMGT 758</td>
<td>Revenue Management and Pricing</td>
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Additional Course Petitions are subject to review/approval by Sales Minor Coordinator