SALES MINOR

https://paulcollege.unh.edu/business-administration/program/minor/sales

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

Code  Title  Credits
MKTG 530  Survey of Marketing  4
MKTG 649  Foundations of Personal Selling  4
MKTG 689  Advanced Sales  4

One Sales Experience 1:
MKTG 650  Professional Sales Group  4
Or qualifying sales internship

Two Electives from approved list (below)  8

Paul Student – Sales Minor Requirements

Code  Title  Credits
ADMIN 585  Marketing  4
MKTG 649  Foundations of Personal Selling  4
MKTG 689  Advanced Sales  4

One Sales Experience 1:
MKTG 650  Professional Sales Group  4
Or qualifying sales internship

Two Elective Courses from approved list (below)  8

1 Sales Experience (1 required):
MKTG 650 Professional Sales Group minimum of two semesters of the 2-credit course, PAUL 795 Internship or internship experience approved by Director, Sales Center.

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

Code  Title  Credits

College of Engineering & Physical Sciences
CS 408  Living in a Networked World: The Good, the Bad, and the Ugly  1
CS 501  Professional Ethics and Communication in Technology-related Fields  1
IT 403  Introduction to Internet Technologies  1
IT 705  Project Management for Information Technology  1
TECH 750  Intellectual Asset Management for Engineers and Scientists  1

College of Liberal Arts
CMM 500  Public Speaking  1
CMM 504  Introduction to Argumentation  1
CMM 572  Analysis of Language and Social Interaction  1
CMM 588  Analyzing Institutional Interaction  1
CMM 665  Conversation Analysis  1
CMM 742  Dialogue and Teamwork  1
CMM 788  Opening Everyday Interaction  1
ENGL 502  Professional and Technical Writing  1
ENGL 503  Persuasive Writing  1
ENGL 602  Advanced Professional and Technical Writing  1
ENGL 712  Multimedia Storytelling  1
PHL 412  Beginning Logic  1
PHL #440  Just Business: The Ethics of Markets and Money  1
POLT 500  American Public Policy  1
POLT 760  Theories of International Relations  1
POLT 778  International Organization  1
PSYC 513  Cognitive Psychology  1
PSYC 552  Social Psychology  1
PSYC 553  Personality  1
THDA 442  Introduction to the Art of Acting  1
THDA 522  Storytelling, Story Theatre, and Involvement Dramatics  1
THDA 541  Arts Administration and Entrepreneurship  1

College of Life Sciences
CEP 672  Fundamentals of Real Estate  1
EERC 627  Community Economics  1
TOUR 510  Tourism and Global Understanding  1

College of Health and Human Services
HMP 735  Social Marketing  1
HMP 740  Health Care Financial Management  1
HMP 741  Health Care Financial Management II  1
OUT 444A  Risk and the Human Experience  1
RMP 559  Marketing the Recreation Experience  1
RMP 560  Recreational Sport Management  1
RMP 661  Leadership in Recreation Services  1
RMP 663  Management and Finance in the Experience Industry  1
RMP 680  Festival and Event Planning  1
RMP 775  Entrepreneurial and Commercial Recreation  1
SMIL 650  Sport Psychology  1
SMIL 664  Introduction to Sport Marketing  1
SMIL 630  Sport Facility and Event Management  1
SMIL 643  Social Media Marketing in Sport  1

Paul College of Business and Economics
ADMIN 575  Behavior in Organizations or MGT 535 Organizational Behavior  1
ECON 605  Intermediate Microeconomic Analysis  1
HMGT 758  Revenue Management and Pricing  1
MKTG 620  Topics in Marketing (Sales Management in a Changing World)  1

Military Science
MILT 401  Leading Small Organizations I  1
MILT 602  Leading Small Organizations II  1

Additional Course Petitions are subject to review/approval by Sales Minor Coordinator.