

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.

- Students 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

Code	Title	Credits
NON-PAUL COLLEGE STUDENTS - MINOR REQUIREMENTS		
Required Courses		
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	
Or qualifying sales internship		
Electives		
Select two courses from the approved electives list below		8
PAUL COLLEGE STUDENTS - MINOR REQUIREMENTS		
Required Courses		
ADMN 585	Marketing	4
MKTG 649	Foundations of Personal Selling	4
MKTG 689	Advanced Sales	4
One Sales Experience: ¹		
MKTG 650	Professional Sales Group	
Or qualifying sales internship		
Electives		
Select two courses from the approved electives list below		8

¹ **One Required Sales Experience:** 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.

Code	Title	Credits
Approved Elective Courses		
<i>College of Engineering & Physical Sciences</i>		
CS 408	Living in a Networked World: The Good, the Bad, and the Ugly	
CS 501	Professional Ethics and Communication in Technology-related Fields	
IT 403	Introduction to Internet Technologies	
IT 705	Project Management for Information Technology	
TECH 750	Intellectual Asset Management for Engineers and Scientists	
<i>College of Liberal Arts</i>		
CMN 500	Public Speaking	
CMN 504	Introduction to Argumentation	
CMN #572	Analysis of Language and Social Interaction	
CMN 588	Analyzing Institutional Interaction	
CMN 666	Conversation Analysis	
CMN #742	Dialogue and Teamwork	
CMN 788	Opening Everyday Interaction	
ENGL 502	Professional and Technical Writing	
ENGL 503	Persuasive Writing	
ENGL 602	Advanced Professional and Technical Writing	
ENGL 712	Multimedia Storytelling	
PHIL 412	Beginning Logic	
POLT 500	American Public Policy	
POLT 760	Theories of International Relations	
POLT 778	International Organization	
PSYC 513	Cognitive Psychology	
PSYC 552	Social Psychology	
PSYC 553	Personality	
THDA 442	Introduction to the Art of Acting	
THDA 522	Storytelling, Story Theatre, and Involvement Dramatics	
THDA 541	Arts Administration and Entrepreneurship	
<i>College of Life Sciences</i>		
CEP 672	Fundamentals of Real Estate	
EREC 627	Community Economics	
TOUR 510	Tourism and Global Understanding	
<i>College of Health and Human Services</i>		
HMP #735	Social Marketing	
HMP 740	Health Care Financial Management	
HMP 741	Health Care Financial Management II	
OUT 444A	Risk and the Human Experience	
RMP 559	Marketing the Recreation Experience	
RMP 560	Recreational Sport Management	
RMP 661	Leadership in Recreation Services	
RMP 663	Management and Finance in the Experience Industry	
RMP 680	Festival and Event Planning	
RMP 775	Entrepreneurial and Commercial Recreation	
SML 560	Sport Psychology	
SML 564	Introduction to Sport Marketing	
SML 630	Sport Facility and Event Management	
SML 643	Social Media Marketing in Sport	
<i>Paul College of Business and Economics</i>		
ADMN 575	Behavior in Organizations	
or MGT 535	Organizational Behavior	
ECON 605	Intermediate Microeconomic Analysis	
HMG 758	Revenue Management: The Art of Pricing	
MKTG 620	Topics in Marketing (Sales Management in a Changing World)	
<i>Military Science</i>		
MILT 601	Leading Small Organizations I	
MILT 602	Leading Small Organizations II	

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