

# PROFESSIONAL SELLING - UNDERGRADUATE MINOR

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If you are considering the Minor in Professional Selling, please visit the Department of Marketing to arrange a consultation with a Marketing faculty member for guidance, a suggested Plan of Study, or possible course substitutions. Students must have a cumulative grade point average of 2.0 for the 18 credits in taken in the minor. At least 12 credits for the minor must be completed at NMSU.

*This minor is not available to majors in Individualized Studies or Applied Studies.*

Requirements: 18 or more Credit Hours in an approved plan of study.

Prefix	Title	Credits
<b>Required Courses</b>		
MKTG 303	Principles of Marketing	3
MKTG 312	Personal Selling	3
MKTG 462	Advanced Sales	3
<i>Must complete 9 credits from the following:</i>		9
MKTG 453	Sales Management	
MKTG 461	Entrepreneurial Decision Making	
MKTG 400	Marketing Internship/Field Experience	
MGMT 310V	Entrepreneurial Mindset	
BCIS 461	Business Analytics I	
HRTM 4140	Hotel Revenue and Sales Management	
<b>Total Credits</b>		<b>18</b>