

PROFESSIONAL SELLING - UNDERGRADUATE MINOR

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
Required Courses		
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	Seminar in Entrepreneurship	
MKTG 400	Marketing Internship/Field Experience	
MGMT 310V	Entrepreneurial Mindset	
BCIS 461	Business Analytics I	
HRTM 432	Hotel Revenue and Sales Management	
Total Credits		18