

# Professional Sales and Marketing Minor

This checklist is based on the current academic catalog and is subject to change. Students should meet with their academic advisor each semester and use Degree Works to monitor their individual progress toward completion of the minor.

At least 12 of the 18 credits must be earned at Commonwealth University.

A minimum of 2.0 cumulative average must be achieved in the courses counted for the Professional Sales and Marketing Minor.

## Curriculum Checklist

### **REQUIRED COURSES (6 courses – 18 credits)**

- \_\_\_ EC 122: Principles of Microeconomics
- \_\_\_ MKT 210: Marketing Principles and Practices
- \_\_\_ MKTG 341: Principles of Selling
- \_\_\_ MKTG 370: Sales Management
- \_\_\_ MKTG 445: Advanced Sales
- \_\_\_ MKTG 480: Business to Business Marketing

**Total Credits *Required for the Minor (18 Credits)***

## Campus Locations

- |                   |  |
|-------------------|--|
| <b>Bloomsburg</b> | <input type="checkbox"/> Online; <input checked="" type="checkbox"/> In-person; <input type="checkbox"/> Blended |
| <b>Lock Haven</b> | <input type="checkbox"/> Online; <input type="checkbox"/> In-person; <input type="checkbox"/> Blended            |
| <b>Mansfield</b>  | <input type="checkbox"/> Online, <input type="checkbox"/> In-person; <input type="checkbox"/> Blended            |
| <b>Clearfield</b> | <input type="checkbox"/> Online; <input type="checkbox"/> In-person; <input type="checkbox"/> Blended            |