

PROFESSIONAL SELLING UNDERGRADUATE MINOR

The Professional Selling Minor, consisting of 15 credits is available for majors outside of the Bryan School of Business and Economics, as well as for majors in the Bryan School, who are in good standing with the university. Minimum average GPA of 2.50 is required in all courses used toward minor.

Business and Non-Business Majors

The minor is useful to majors in the professional and arts and sciences fields of study, as well as business majors. The professional selling minor is intended to provide students with skills useful in sales positions and in making the individual more effective in any knowledge-based position in all major fields of study where one may need to influence people. To earn a professional selling minor, a student must meet the following requirements in the order listed below.

Admission to the Minor

Students can submit a minor application online here (<https://bryan.uncg.edu/current-students/forms/request-a-change-of-major-or-minor/>) or you can visit our Bryan Student Services Office, Room 137 Bryan Building.

Program Requirements

- Minimum of 15 credit hours

Code	Title	Credit Hours
Select 15 credits from the following		15
HTM 401	Hotel and Travel Services Sales and Marketing	
MKT 324	Professional Selling	
MKT 328	Sales Leadership	
MKT 403	Entrepreneurial Marketing	
MKT 420	Key Account Selling	
MKT 427	Personal Selling Internship	
MKT 444	Effective Selling	