

## **MINOR IN SALES**

**(5 Courses)**

**Notes:**

- *Courses in the minor may also be used to fulfill General Education (Gen. Ed.) requirements (see notation following course title). Depending on a student's major some Gen. Eds. may already be fulfilled.*
- *A minimum of three (3) course-credits (12 semester hours) in the minor must be completed at Framingham State University to meet the residency requirement.*

**Required courses (4):**

_____	MRKT 181	Marketing Principles
_____	SMKT 212	Sales Skills
_____	SMKT 312	Advanced Sales Skills
_____	SMKT 360	Sales Management and Leadership

**One (1) elective from the following list:**

_____	COMM 322	Persuasion and Social Influence
_____	COMM 357	Strategic Communication
_____	SMKT 495	Internship in Sales