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