

Pamplin College of Business
Department of Marketing
Application for Minor in Professional Sales
For students graduating in calendar year 2017

Application to the Professional Sales Minor is open to all Pamplin College of Business students with at least a 2.50 GPA and at least 24 credit hours at Virginia Tech. Applicants should present the attached form to the Associate Dean for Undergraduate Programs, 1046 Pamplin Hall. Admission decisions will be made as applications are received. Applicants should receive a response, in writing, within two weeks of the decision.

In addition to fulfilling the requirements of their individual majors, students must complete the minor with at least a 2.0 in the 18 semester hours required for the minor. **Students must obtain a B- or higher in both MKTG 3104 and MKTG 4554.** The minor will be noted on the student's transcript.

Name _____	Student No. _____
Current Address _____	Major _____
_____	Classification (So, Jr, Sr) _____
Phone _____	Overall GPA _____
E-mail _____	Estimated Graduation Date _____

Please enter information on any courses taken to date on the check sheet below.

I. REQUIRED COURSES (12 credit hours)	Credits	Grade	Term Taken
MKTG 3104 Marketing Management	3	_____	_____
MKTG 4554 Buyer Seller Relationships (pre. MKTG 3104)	3	_____	_____
MKTG 4454 Sales Force Management (pre. MKTG 4554)	3	_____	_____
MKTG 4774 Advanced Professional Selling (pre. MKTG 4554)	3	_____	_____

II. ELECTIVE COURSES (6 credit hours)	Credits	Grade	Term Taken
Please enter dept., number, title _____	3	_____	_____
_____	3	_____	_____

Marketing Courses:

- MKTG 4204 – Consumer Behavior (pre. MKTG 3104)
- MKTG 4404 – Field Practicum in Marketing (pre. MKTG 3104)
- MKTG 4974 – Independent Study (sales) (pre. MKTG 3104)
- MKTG 4144 (CHE 4144) - Business and Marketing Strategies for the Process Industries

Communication Skills:

- COMM 3064 – Persuasion
- COMM 3124 – Interpersonal Communication



Approved _____
 Director, Professional Sales Program

 Date

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 Department of Marketing
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Required courses to fulfill Professional Sales Minor. Must complete 18 credit hours. **Students must obtain satisfactory progress and obtain a B- or higher in both MKTG 3104 and MKTG 4554.**

I. REQUIRED COURSES (12 credit hours)	Credits	Grade	Term Taken
MKTG 3104 Marketing Management	3	_____	_____
MKTG 4554 Buyer Seller Relationships (pre. MKTG 3104)	3	_____	_____
MKTG 4454 Sales Force Management (pre. MKTG 4554)	3	_____	_____
MKTG 4774 Advanced Professional Selling (pre. MKTG 4554)	3	_____	_____

II. ELECTIVE COURSES (6 credit hours)	Credits	Grade	Term Taken
Please enter dept., number, title			
_____	3	_____	_____
_____	3	_____	_____

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