

# Pamplin College of Business

Department of Marketing  
 Checksheet for Minor in Professional Sales  
 For students graduating in calendar year 2019

**APPROVED**  
 University Registrar

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 21 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.

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

I. REQUIRED COURSES (15 credit hours)	Credits	Grade	Term Taken
MKTG 3104 Marketing Management	3	_____	_____
MKTG 4204 Consumer Behavior (pre: MKTG 3104)	3	_____	_____
MKTG 4454 Sales Force Management (pre: MKTG 3104, 4204, 4554)	3	_____	_____
MKTG 4554 Buyer Seller Relationships (pre: MKTG 3104, Co: 4204)	3	_____	_____
MKTG 4774 Advanced Professional Selling (pre: MKTG 3104, 4204, 4554)	3	_____	_____

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

**Marketing Courses:**

- MKTG 4354 Marketing Channels and Logistics (pre: BIT 2405, 06; MKTG 3104, 4204)
- MKTG 4404 Field Practicum in Marketing (pre: MKTG 3104)
- MKTG 4974 Independent Study (sales)
- MKTG 4144 (CHE 4144) Business and Marketing Strategies for the Process Industries (pre: ECON 2005)

**Communication Skills:**

- COMM 3064 – Persuasion (pre: COMM 1014)
- COMM 3124 – Interpersonal Communication

***Prerequisites: Some courses listed on this checksheet have prerequisites. Be sure to consult the University Catalog and/or check with your advisor.***

Approved \_\_\_\_\_ Date \_\_\_\_\_  
 Director, Professional Sales Program

Completed \_\_\_\_\_ Date \_\_\_\_\_  
 Director, Professional Sales Program