Pamplin College of Business

Department of Marketing
application for Minor in Professional Sales
for students graduating in calendar year 2021

Application to the Professional Sales Minor is open to Pamplin College of Business students, pursuing a degree in ACIS, BIT, ECON, F/N, HTM, MGT, or Real Estate 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. Additionally, 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 ID (Last Four Numbers) ____________

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 (15 credit hours)

   MKTG 3104 Marketing Management
   MKTG 4204 Consumer Behavior (Pre: MKTG 3104)
   MKTG 4454 Sales Force Management (Pre: MKTG 3104, 4204, 4554)
   MKTG 4554 Buyer-Seller Relationship (Pre: MKTG 3104, Co: 4204)
   MKTG 4774 Advanced Professional Selling (Pre: MKTG 3104, 4204, 4554)

   Credits Grade Term Taken
   3
   3
   3
   3
   3

II. ELECTIVE COURSES (6 credit hours) (see below)

   Please enter dept., number, title

   Elective course options:
   MKTG 4254 Product and Price Management (Pre: MKTG 3104, 4154, 4204)
   MKTG 4264 Analytics for Marketing (Pre: MKTG 3104, 4154, 4204)
   MKTG 4354 Channels and Logistics (Pre: MKTG 3104, 4204; BIT 2405, 2406)
   MKTG 4404 Field Practicum in Marketing (Pre: MKTG 3104)
   MKTG 4604 Retail Management (Pre: MKTG 3104)
   MKTG 4974 Independent Study (sales)
   MKTG 4144 (CHE 4144) - Business and Marketing Strategies for the Process Industries (Pre: ECON 2005)
   COMM 3064 Persuasion (Pre: COMM 1014)
   COMM 3124 Interpersonal Communication

   Credits Grade Term Taken
   3
   3

Prerequisites: Some courses listed above may have prerequisites. Consult the university catalog and/or check with advisor.

Approved ___________________________________________ Date ________________

Director, Professional Sales Program

Student ________________________________________________ Date ________________

Student Signature

Revised December 20, 2018