

SALES MINOR

<https://paulcollege.unh.edu/business-administration/program/minor/sales>

Description

Minor in Sales – The modern sales professional helps customers solve business problems through active listening, insightful questions, deep empathy, domain competency, and the understanding and communicating of value. The Sales Minor will prepare you to start your career journey into sales by teaching you to sell yourself first and giving you the skills and experience to succeed in your first role. More college graduates will go into sales than any other profession. Why not be prepared and differentiate yourself for the best opportunities by earning a sales minor and developing skills that are transferrable to any profession.

Requirements

Academic policies related to minors.

The **Minor in Sales** is open to both Paul College and Non-Paul College students. Please reference the required courses depending on college. The minor consists of three required courses (marketing, sales level-one, sales level-two), two elective courses, and one sales experience. Please contact the Paul College Undergraduate Advising and Programs Office for an up-to-date list of approved elective courses or sales experiences.

- Students are responsible for checking pre-requisites for all courses listed
- All transfer courses must be evaluated for equivalency
- No more than 2 transfer courses may be applied to the minor
- Capacity in courses may be limited
- Some of the listed courses are "special topics" (or equivalent). Please make sure that the course has the same title (not simply the same number) as the listed course in order for it to count for the minor.
- The Sales Minor also follows UNH policy for minors

Code	Title	Credits
Required Courses		
ADMN 585 or MKTG 530	Marketing Survey of Marketing	4
MKTG 649	Foundations of Personal Selling	4
MKTG 689	Advanced Sales	4
Sales Experience ¹		
Select one of the following:		
MKTG 650	Professional Sales Group	
or qualifying sales internship		
Electives		
Select two courses from the approved electives list below		8
Total Credits		20

¹ **One Required Sales Experience:** MKTG 650 Professional Sales Group minimum of two semesters of the 2-credit course, PAUL 795 Internship or internship experience approved by Director, Sales Center.

CMN 457	Introduction to Language and Social Interaction
CMN 500	Public Speaking
CMN 504	Introduction to Argumentation
CMN 588	Analyzing Institutional Interaction
CS 408	Living in a Networked World: The Good, the Bad, and the Ugly
CMN 788	Opening Everyday Interaction
ECON 605	Intermediate Microeconomic Analysis
ENGL 502	Professional and Technical Writing
ENGL 503	Persuasive Writing
ENGL 602	Advanced Professional and Technical Writing
HMG 758	Revenue Management: The Art of Pricing
HMP 740	Health Care Financial Management
HMP 741	Health Care Financial Management II
IT 403	Introduction to Internet Technologies
IT 705	Project Management for Information Technology
MILT 601	Leading Small Organizations I
MILT 602	Leading Small Organizations II
MKTG 620	Topics in Marketing (Sales Management in a Changing World)
PHIL 405	Critical Thinking
PHIL 412	Beginning Logic
POLT 500	American Public Policy
POLT 760	Theories of International Relations
POLT 778	International Organization
PSYC 513	Cognitive Psychology
PSYC 552	Social Psychology
PSYC 553	Personality
RMP 559	Marketing the Recreation Experience
SML 560	Sport Psychology
SML 565	Principles of Coaching
TECH 750	Intellectual Asset Management for Engineers and Scientists
THDA 442	Introduction to the Art of Acting
THDA 522	Storytelling, Story Theatre, and Involvement Dramatics
TOUR 510	Tourism and Global Understanding

Additional Course Petitions are subject to review/approval by Sales Minor Coordinator

Code	Title	Credits
Approved Elective Courses		
Select two courses from the following:		
ADMN 575 or MGT 535	Behavior in Organizations Organizational Behavior	