TECHNICAL SALES, MINOR

Requirements for a minor may be completed at any campus location offering the specified courses for the minor. Students may not change from a campus that offers their major to a campus that does not offer their major for the purpose of completing a minor.

Program Requirements

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Students are required to have a technically-oriented major (i.e. engineering, engineering technology, physical sciences, or other major as approved).

Requirements for the Minor

A grade of C or better is required for all courses in the minor, as specified by Senate Policy 59-10 (https://senate.psu.edu/policies-and-rules-for-undergraduate-students/59-00-minors-and-certificates/#59-10). In addition, at least six credits of the minor must be unique from the prescribed courses required by a student's major(s).

- **Prescribed Courses**
  - MGMT 301 Basic Management Concepts 3
  - MKTG 301 Principles of Marketing 3
  - SCM 301 Supply Chain Management 3

- **Additional Courses**
  - MKTG 410 Personal Selling (or marketing elective as approved) 3
  - SCM 200 Introduction to Statistics for Business or STAT 200 Elementary Statistics 4
  - Select one of the following: 3
    - MGMT 409 Project Management for Engineers
    - MGMT 410 Project Management
    - SCM 455 Logistics Systems Analysis and Design
    - SCM 460 Purchasing and Materials Management