

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 Description

The Sales minor is designed for students to develop consultative skills, which will benefit them throughout their careers. Professional selling and sales management careers help graduates learn about what the company has to offer and how to communicate with customers based on their needs. The Sales minor prepares students for professional certification in Sales. The University Sales Center Alliance (USCA), a consortium of recognized and accredited sales programs across the Nation, sponsors the Certified Sales Student designation.