Department of Marketing Management
Professional Sales Minor
For students graduating calendar year 2022 and for student date of entry under UG Catalog 2020-2021

Application to the minor in Professional Sales is open to all university 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 credit hours required for the minor. **Additionaly, 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.

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)
   MKTG 4774 Advanced Professional Selling (Pre: MKTG 3104, 4204, 4554)

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<th>Course</th>
<th>Credits</th>
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<th>Term Taken</th>
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<tr>
<td>MKTG 3104</td>
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<td>MKTG 4204</td>
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<td>MKTG 4454</td>
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II. ELECTIVE COURSES (choose two – 6 credit hours - see below)

   Please enter dept., number, title

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<th>Course</th>
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<tr>
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<td>MKTG 4264</td>
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**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 4304 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 4774 CHE 4144 - Business and Marketing Strategies for the Process Industries (Pre: ECON 2005)
   CMS 1304 Persuasion (Pre: COMM 1014)
   CMST 3124 Interpersonal Communication

Student ______________________________________  Student Signature __________________________

Approved ______________________________________ Date __________________________

Director; Professional Sales Program

Revised January 2020
GENERAL INFORMATION:

Minimum GPA Requirements: Students must complete the minor with at least a 2.0 in the 21 credit hours required for the minor.

Prerequisite Requirements: Some of the courses listed on this checklist have prerequisites, please consult the University Course Catalog or check with academic advisor regarding prerequisites.

Major and Minor Courses: No more than 50% of the graded course credits required for the Minor in Professional Sales may be double-counted by a student also enrolled in non-marketing business degree.