



Application to the minor in Professional Sales is open to all university students (with the exception of Marketing majors) 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. **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.**

<b>I. REQUIRED COURSES (15 credit hours)</b>	Credits	Grade	Term Taken
MKTG 3104: Marketing Management	3	_____	_____
MKTG 4204: Consumer Behavior (Pre: MKTG 3104)	3	_____	_____
MKTG 4454: Sales Force Management (Pre: MKTG 3104, 4204, 4554)	3	_____	_____
MKTG 4554: Principles of Professional Selling (Pre: MKTG 3104)	3	_____	_____
MKTG 4774: Advanced Professional Selling (Pre: MKTG 3104, 4204, 4554)	3	_____	_____

<b>II. ELECTIVE COURSES (choose two – 6 credit hours - see below)</b>	Credits	Grade	Term Taken
Please enter dept., number, title			
_____	3	_____	_____
_____	3	_____	_____

**ELECTIVE COURSE OPTIONS:**

- MKTG 3164: Introduction to Digital Marketing Strategy
- 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; by arrangement only)
- MKTG 4604: Retail Management (Pre: MKTG 3104)
- MKTG 4974: Independent Study (by arrangement only; must be sales-focused)
- CHE/MKTG 4144: Business and Marketing Strategies for the Process Industries (Pre: ECON 2005)
- CMST 3064: Persuasion (Pre: COMM 1014)
- CMST 3124: Interpersonal Communication

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Student \_\_\_\_\_

Student Signature

\_\_\_\_\_

Date

Approved \_\_\_\_\_

Director, Professional Sales Program

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Date

**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 checksheet have prerequisites or restrictions, please consult the University Course Catalog or check with Pamplin Undergraduate Programs regarding prerequisites/restrictions.

**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.