

Minor in Personal Selling

Program Requirements

All minors must contain at least 3 unduplicated credit hours.

A minor in personal selling is available to any student whose major field or area of emphasis is outside of personal selling. A minor in personal selling consists of:

Course	Title	Hours
MKT 300	Marketing	3
MKT 405	Consumer Behavior	3
MKT 608	Selling and Sales Force Management	3
COMM 302	Interpersonal Communication	3
Select one upper-division course from the following:		3
COMM 325	Speaking in Business and the Professions	
MGMT 450	Successful Negotiation	
Total Credit Hours		15

At least 9 credit hours must be taken at WSU with a minor GPA of 2.250 or better.