

## Minor in Personal Selling

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### 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   | Professional Selling                     | 3         |
| MKT 690Q  | Sales Management                         | 3         |
| Select one upper-division course from the following |  | 3         |
| COMM 325  | Speaking in Business and the Professions |           |
| MGMT 450  | Successful Negotiation                   |           |
| <b>Total Credit Hours</b>                           |  | <b>15</b> |

At least 9 credit hours must be taken at WSU with a minor GPA of 2.000 or better.