

OPEN TO ALL UT STUDENTS

PROFESSIONAL SALES AND BUSINESS DEVELOPMENT MINOR

4 of the top 20 highest paying jobs in the next 5 years will be in sales and marketing with an average annual income of \$214,000

Source: CNN Money

THE OPPORTUNITY

advancing your career

This program allows students to engage and connect with corporate sales professionals to learn first-hand about the sales industry.



APPLYING TO MINOR

Students must have:

- > **3.00 GPA**
cumulative University GPA of at least
- > **Sophomore or Junior**
must be recognized by the University
- > **2020-2022 Course Catalog**

The top 1% income earners in the U.S. are from sales and marketing backgrounds.

NO MORE
than
40 APPLICANTS
ACCEPTED

Foundations Courses

6 HOURS

Foundation Sales Courses

3-6 HOURS
must take one but
may take more

Advanced Sales Topic Courses

3-6 HOURS
must take one but
may take two

Sales-Related Electives

Can be taken to meet
16 hour requirement
as needed

COURSE SNEAK PEEK

MKT 337 | 3 CREDITS
Principles of Marketing

MKT 363 | 3 CREDITS
Prof. Selling & Sales MGMT

CMS 332K | 3 CREDITS
Theories of Persuasion

CMS 344K | 3 CREDITS
Lying and Deception

TO SEE ALL COURSES OFFERED VISIT OUR WEBSITE

ENROLLMENT IS OPEN UNTIL FEBRUARY 26TH

<https://bit.ly/2RKnERR>