

PROFESSIONAL SALES MINOR

Requirements for students admitted to the minor during the 2019-20 Academic Year

32 credits total. All minor courses are 4 credits each unless otherwise noted. *Courses and availability are subject to change.				
		Term Available		
REQUIRED MINOR COURSES	PREREQS	Fall	Winter	Spring
ECON 201 Microeconomics	<ul style="list-style-type: none"> MTH 111 or equivalent is recommended 	✓ ^e	✓ ^e	✓ ^e
BA 352 Managing Individual and Team Performance	<ul style="list-style-type: none"> COMM 111 or COMM 114 or COMM 218 WR 222 or WR 323 or WR 327 Junior Standing 	✓ ^e	✓ ^e	✓ ^e
BA 390 Marketing	<ul style="list-style-type: none"> ECON 201 Junior standing 	✓ ^e	✓ ^e	✓ ^e
MGMT 455 Influence and Negotiation	<ul style="list-style-type: none"> BA 352 w/ C or better Senior Standing 		✓ ^e	✓
MRKT 488 Personal Sales	<ul style="list-style-type: none"> BA 390/223 or MRKT 390 w/C or better Junior standing 	✓	✓	✓
MRKT 489 Personal Selling Skills Development	<ul style="list-style-type: none"> BA 390/223 or MRKT 390 w/ C or better Junior standing 	✓	✓	✓ ^e
MRKT 492 Consumer Behavior	<ul style="list-style-type: none"> BA 390/223 or MRKT 390 w/ C or better Senior standing 	✓ ^e		✓ ^e
MRKT 493 Integrated Marketing Communications (Advertising)	<ul style="list-style-type: none"> BA 390/223 or MRKT 390 w/ C or better Senior standing 	✓ ^e	✓	
<p>A "C" or better in BA 390 is required to take "MRKT" courses A "C" or better in BA 352 is required to take "MGMT" courses</p> <ul style="list-style-type: none"> ✓ = course offered on campus that term. Most required minor courses are also available in summer. ^e = course offered online that term. Online courses are available to campus-based students beginning in Phase II. Junior standing required for 300-level courses and senior standing required for 400-level courses. Business majors cannot declare the minor. Check MyDegrees for your specific program requirements which may differ from classes listed above. 				

REQUIRED ORIENTATION

Current OSU students wishing to declare the minor must view the Minor orientation video:

<https://business.oregonstate.edu/advising/business-minors>

ELIGIBILITY REQUIREMENTS TO DECLARE THE MINOR

To be eligible to declare the minor students must satisfy all of the following requirements:

- Complete the Minor online orientation.
- Be declared in a non-business major (exception is IMDD or Design)
- Have a C- or better in any completed Minor course (OSU or transferred). If a grade below a C- exists in a minor course, student must be enrolled to retake course at the time of application. The initial grade received, however, is used in the GPA for evaluation purposes.
- Have a Minor GPA of 2.5 or higher (OSU grades only) if completed any minor courses.
- Be in good standing at OSU with a 2.0 OSU cumulative GPA and a 2.0 GPA from the most recent term at OSU (OSU grades only).

REQUIREMENTS TO EARN THE MINOR

Students must satisfy all the requirements listed below:

- Completion of all Minor required classes with a C- or better in each class (A "C" or better in BA 352 and BA 390 is required)
- Completion of a minimum of 32 credits of approved Minor classes.
- Have a Minor GPA of 2.5 or higher (OSU grades ONLY).
- All Minor classes must be taken for a letter grade (A-F) – you cannot S/U any of these classes.
- If retaking classes refer to the 'retaking courses' policy to see which grade will be used to compute the GPA
 - <http://business.oregonstate.edu/about/academic-policies-standards#retaking-courses>
- At least 50% of the required classes used to satisfy the Minor requirements MUST be taken at OSU.
- 50% or more of the minor credits cannot also be part of another business minor being pursued
- Transfer classes that are equivalent may satisfy Minor requirements.
- Transfer classes used to satisfy any of the upper division Minor required classes must come from an AACSB accredited business school.

Important notes:

- The College of Business enforces prerequisites, including class standing prerequisites.
- Students planning to pursue an MBA at OSU can reach the MBA Office at 541-737-5510.