

Bloomsburg University of Pennsylvania

Bloomsburg, PA

Name _____ Student ID _____

Professional Selling Minor

Department of Management and Marketing

Course	Number	Credits	Year/Semester	Grade
Principles of Macroeconomics	Econ 121	3		
Principles of Microeconomics	Econ 122	3		
Marketing Principles & Practices	MKTG 310	3		
Principles of Selling	MKTG 341	3		
Advanced Professional Selling	MKTG 445	3		
Sales Management	MKTG 370	3		
B to B Marketing	MKTG 480	3		
Negotiation and Alternative Dispute Resolution	* LAW 475	3		
Elective: Choose one of the below:				
Supply Chain Operations	MGMT 371	3		
E Marketing	MKTG 331			
Retail Management Concepts	MKTG 350	3		

* Prerequisite: Law and the Legal Environment - LAW 331