

## Minor

# Marketing-Professional Sales Minor

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MKTG 311	Marketing Principles and Problems *	3
MKTG 316	Professional Selling	3
MKTG 405	The Art of Influence and Persuasion	3
MKTG 417	Advanced Professional Selling	3
300/400-level marketing course		3
<b>Total Credit Hours</b>		<b>15</b>

\* A grade of C or better is required in MKTG 311 as a prerequisite to upper-level MKTG courses.

For completion of a minor, a student must have a minimum overall cumulative grade point average of 2.00 in all courses specified as a requirement for the minor exclusive of prerequisite courses. In addition, a grade of C- or better is required in all marketing courses counted toward the minor. A minimum of six hours in upper-level courses in the minor must be taken through courses offered by Old Dominion University.