

Plan of Study – MINOR IN PROFESSIONAL SALES

Students majoring in the School of Business may not earn this minor. Students may only earn one minor offered by the School of Business. Students who are not majors in the School of Business are restricted to no more than 24 credits of coursework offered by the School of Business. The minor is designed to offer a basic understanding of professional sales topics.

Requirements:

- To receive the Professional Sales minor, a student must complete five (5) 3-credit 3000-4000 level Business Courses, to include:
 - BADM 3750 (or MKTG 3101) Introduction to Marketing Management (*taken Junior year**)
 - BADM 3752 Professional Selling
 - BADM 4754 Sales Management and Leadership
 - BADM 4892 Practicum in Professional Sales
 - and one 3-credit 3000-4000 level BADM elective
- A “C” (2.0) grade or better in each course to be counted towards the minor.

Additional Details:

- Suggested timeline for completion of courses: complete all pre-requisites for BADM 3750 (see catalog.uconn.edu) by the end of the 4th semester; *BADM 3750 in the 5th semester due to limited seating; BADM 3752 in the 6th semester; BADM 4892 in Summer Session I; and BADM 4754 in 7th semester. The one 3-credit 3000-4000 level BADM elective can be taken in any term in which the prerequisites are met.
- BADM 4892 (or MKTG 4891) is the only internship credits permitted to satisfy requirements of the professional sales minor.
- No more than one 3-credit course used to satisfy requirements for this minor may be from any transfer, Study Abroad, or National Student Exchange credits earned.
- Access to courses for this minor is on a space available basis, and the School of Business cannot guarantee completion of this minor.
- **BADM 2710, 3274, 3625, 3660, 3671, 3673, 3720, 3730, 3740, 3741, 3742, 3750, 3752, 3753, 3755, 3756, 3757, 3760, 3761, 4754, 4892, and 4895** are not open to business majors. These courses may not be used to meet course or grade point average graduation requirements for School of Business majors, either as core business requirements or as required business electives.
- **Professional Sales Certificate:** Those students who are only interested in earning the professional sales certificate are only required to take BADM 3750, 3752, 4754, and 4892, and not the elective, but **will not earn the minor**. Students who earn the minor will also satisfy certificate requirements. Please see the Marketing Department for more information about earning only the certificate.

Name: _____ Student ID # _____
Email: _____@uconn.edu Anticipated Graduation Date (mo./yr): ____/____/____
Major: _____ Phone: (____) _____
Student Signature: _____ Date: _____

Please list grades and course information for classes used to satisfy the minor below. *If you are currently enrolled in a course or courses required for this minor, please list “IP” for “in progress” in lieu of a grade.*

<u>Grade</u>	<u>Dept.</u>	<u>No.</u>	<u>Course Title</u>
_____	BADM	3750	Introduction to Marketing Management (or MKTG 3101)
_____	BADM	3752	Professional Selling
_____	BADM	4754	Sales Management and Leadership
_____	BADM	4892	Practicum in Professional Sales
_____	_____	_____	_____

Please complete and sign this Plan of Study and submit it with your UNOFFICIAL TRANSCRIPT:

- During the *first four weeks* of the semester in which you intend to graduate. Students are not permitted to declare prior to this time.
- Highlight the business courses you are using to complete the minor on your unofficial transcript.
- Bring to the Undergraduate Programs Office in BUSN Room 121 or mail to the School of Business Undergraduate Programs Office, 2100 Hillside Road, Unit 1041, Storrs, CT 06269-1041.

For School of Business Use Only

Signature of Director, School of Business

Date

[Effective 2013]