

# Minor in Professional Sales and Relationship Management

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**Minor Code:** TBD

## Requirements for the Minor

The minor requires 12 hours. A 2.00/4.00 grade point average is required for all work completed for the minor. Students majoring in Marketing are not eligible for this minor.

Code	Title	Hours
<b>Prerequisite Courses for Non-Business Students</b>		
Non-business students will be required to take the following Business Core course as a prerequisite to complete the minor:		
MKTG 360	Introduction to Marketing	3
<b>Code</b>		
<b>Title</b>		
<b>Hours</b>		
<b>Required Courses</b>		
MKTG 473	Introduction to Sales	3
Select three of the following:		9
MKTG 463	Marketing and Sales Channels	
MKTG 476	Business-to-Business (B2B) Marketing	
MKTG 479	Digital and Social Media Marketing	
MKTG 481	Advanced Sales	
<b>Total Hours</b>		<b>12</b>

## Enrollment Residence Requirement in the Minor

A student must complete at least one-half of the coursework required for the minor field in residence at the University of Illinois Chicago.