

Sales Minor

- Open only to business students.
- Provides Fox students an opportunity to augment their major by adding skills to support a career strategy associated with skills and expertise of selling and customer relationship management.

- **Two courses are prerequisites for this minor:**

Code	Title	Credit Hours
HRM 1101	Leadership and Organizational Management ¹	3
MKTG 2101	Marketing Management ²	3
Total Credit Hours		6

¹ A minimum grade of C- is required in HRM 1101.

² A minimum grade of C is required in MKTG 2101.

- **Four courses are required** (three of these must be taken at Temple University):

Code	Title	Credit Hours
MKTG 3504	Sales and Sales Management	3
MKTG 3507	Direct Marketing	3
or MKTG 3512	Professional Selling	
HRM 3501	Power, Influence and Negotiation	3
Select one of the following:		3
HRM 3502	Leading People at Work	
HRM 3503	Communicating in Organizations	
HRM 3504	Leadership in the 21st Century	
or HRM 3904	Honors, The Leadership Experience: Leading Yourself, Leading Change, Leading Communities	
Total Credit Hours		12

- Courses cannot be used to meet minor requirements if already used to meet the requirements for a major or a different minor or certificate.
- **Marketing majors** who declare the Sales Minor will complete MKTG 3507 or MKTG 3512 as well as two other Marketing electives for the Marketing major.
- **Business Management majors** who declare the Sales Minor will complete:

Code	Title	Credit Hours
MKTG 3504	Sales and Sales Management	3
MKTG 3512	Professional Selling	3
HRM 3504	Leadership in the 21st Century	3
Select one of the following:		3
HRM 3506	HR Metrics: Using Data, Scorecards and Dashboards to Drive Business Performance	
HRM 3513	Labor Relations: Strategy and Practice	
SGM 3525	Engagement Management	
AOD 2214	Conflict Processes	
AOD 2215	Mediation: Principles and Practice	
AOD 3376	Facilitating Group Decision-Making	
Total Credit Hours		12

- A cumulative grade point average of 2.0 in the minor is required, as well as a minimum grade of C- in each course unless otherwise specified.
- Courses for the minor must be completed prior to graduation; if completed, the minor will be recorded on the final transcript upon graduation.
- To declare or rescind this minor, visit the Fox School of Business and Management.