Sales Leadership Minor

<table>
<thead>
<tr>
<th>Department of Marketing</th>
<th>Sales Leadership Minor Course Requirements 2019-2020</th>
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<td>Daniels 480 – 303.871.3317</td>
<td>The Sales Leadership Minor blends innovative sales education with practical sales experience – a combination that enables students to launch and succeed in a career in sales leadership or marketing.</td>
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Sales Leadership Minor Advising
Office of Undergraduate Programs
Margery Reed Hall 107
Appointments: 303-871-6910
DCBUndergrad@du.edu

- See advisors in Margery Reed Hall for course sequencing. Marketing faculty will serve as professional mentors for experiential opportunities.

- Any minor course substitutions must be pre-approved by the Director or Associate Director of the Sales Leadership minor program.

- The Sales Leadership minor may be completed by students pursuing any type of undergraduate degree at the University of Denver, with the appropriate dean’s approval.

- Students may not pursue the Sales Leadership minor in conjunction with a Marketing minor or major.

- The minor GPA must be 2.0 or higher to graduate.

- Only grades of “C-” or above may be used in completing minor requirements.

- **NO ADD/DROP slips go to instructors** – Students MUST go to Margery Reed Hall for help with ADD/DROP slips.

### Course # | Course Title | Qtr. Hrs.
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Prerequisite: MKTG 2800 | Introduction to Marketing | 4

*Note: Business students take this course as part of the Business Core.*

Required:
- MKTG 3110 | The Power of Professional Selling | 4
- MKTG 3130 | Selling in a Digital World | 4
- MKTG 3140 | Sales Management and Leadership | 4

Select **two** electives. Course options include:
- MKTG 2920 | Business to Business Marketing | 4
- MKTG 3370 | Marketing Channels and Logistics | 4
- MKTG 3380 | Global Supply Chain Management | 4
- MKTG 3704 | Topics: Profiles in Leadership | 4
- MKTG 3705 | Topics: Ad Account Management | 4
- MKTG 3980 | Sales Internship | 4

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