



**WEB-VERSION ONLY**

**Official course requirements based upon semester admitted into the CBA and/or term minor declared.**

*You will earn a degree from a globally recognized business school where the programs are taught by an accomplished and dedicated faculty and are supported by a network of business executives. You can major in a wide variety of interesting disciplines that are attractive to prospective employers. As a graduate, you will have leadership and collaboration competencies and be a data savvy, globally aware, enterprise thinker.*

**University of Akron Policies for Minors:**

- Complete all minor requirements prior to graduation.
- Earn a 2.0 GPA in all minor coursework.
- Complete all pre-requisites for each course.
- Courses may not be taken as pass/ fail.
- Complete at least 9 additional credits not needed for any other major, minor, or certificate.
- Earn at least 9 credits at The University of Akron in the CBA.
- Declare the minor in the Business Undergraduate Advising Office, CBA room 260.

**This Graduation Planning Summary (GPS) is based on the term you declare your minor & expires in 5 years. Requirements can be subject to change. Students should meet with an academic advisor and check DARS to review academic progress and determine course sequencing each semester. Please see the CBA advising website for specific Admission criteria for the College of Business.**

<b>Professional Selling (660101M)</b>		
<b>18 Credits – All courses 3 credit hours</b>		
	<b>PRE-REQ</b>	<b>DONE</b>
☼ = Must be admitted to 4 year degree granting college		
<b>Required Courses: 9 credits</b>		
6600:275 Professional Selling	25 credits	<input type="checkbox"/>
6600:475 Business Negotiations ☼	25 credits, 6600:275	<input type="checkbox"/>
6600:478 Advanced Professional Selling ☼	6600:275	<input type="checkbox"/>
<b>Electives: 9 credits. Select 3 courses from the following</b>		
6100:101 Business Issues in a Connected World		<input type="checkbox"/>
6600:205 Marketing Principles	24 credits	<input type="checkbox"/>
6600:480 Sales Management ☼	6600:205	<input type="checkbox"/>
6300:201 Introduction to Entrepreneurship		<input type="checkbox"/>
6400:200 Foundations of Personal Finance	3250:200, 3450:145	<input type="checkbox"/>
6400:343 Investments	6400:301 or 6400:300; 6500:304	<input type="checkbox"/>
6400:417 Retirement Planning ☼	6400:301 or 6400:300	<input type="checkbox"/>
6500:302 Organizational Behavior & Leadership Skills	6500:301	<input type="checkbox"/>
6500:341 Human Resource Management	3750:100 or 3850:100, & 6500:301 (co-req)	<input type="checkbox"/>
6500:457 International Management ☼	Jr or Sr., 6500:301	<input type="checkbox"/>
6800:421 Foreign Market Entry ☼	6800:305	<input type="checkbox"/>