Professional Selling

Department Information

- **Department Location:** Richard H. Barry Hall
- **Department Phone:** 701-231-8651
- **Department Web Site:** www.ndsu.edu/business/departments/mm/
- **Credential Offered:** Certificate
- **Program Overview:** bulletin.ndsu.edu/programs-study/undergraduate/professional-selling/

Certificate Requirements

Certificate: Professional Selling

Required Credits: 16

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MRKT 320</td>
<td>Foundations of Marketing</td>
<td>3</td>
</tr>
<tr>
<td>MRKT 430</td>
<td>Sales and Personal Selling</td>
<td>3</td>
</tr>
<tr>
<td>MRKT 434</td>
<td>Sales Management</td>
<td>3</td>
</tr>
<tr>
<td>MRKT 436</td>
<td>Advanced Professional Selling</td>
<td>1</td>
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<tr>
<td>BUSN 413</td>
<td>Business Internship</td>
<td>3</td>
</tr>
</tbody>
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**Electives**

Select one of the following: 3

- AGEC 350 Agrisales
- MGMT 451 Negotiation and Alternative Dispute Resolution
- MGMT 461 Supply Chain Management
- MGMT 462 Modeling the Supply Chain
- MRKT 438 Customer Relationship Management (CRM) and Sales Technology
- MRKT 470 Services Marketing

Total Credits 16

* Optional co-requisite with MRKT 320
** Requires approval by College of Business Center for Professional Selling and Sales Technology

Requirements for a certificate in Professional Selling

- **Certificates must be declared within the College of Business.** Be sure to officially declare your certificate by completing the Certificate in Professional Selling form online at www.ndsu.edu/mgmt_mrkt. Please do so before or when taking MRKT 430 Sales and Personal Selling.
- **To be accepted into the certificate program,** students must have a 2.50 institutional cumulative GPA and at least junior standing (60 credits).
- **To complete a certificate,** students must earn a ‘C’ or better in all courses used to satisfy certificate requirements and a minimum 2.50 grade point average that is based on the courses used to satisfy the certificate requirements.
- **If the certificate or institutional GPA falls below the 2.50 GPA after acceptance into the program,** the student will not be allowed to register for the CoB courses until the cumulative GPA returns to 2.50 or above.
- **Certificate students must satisfy all course prerequisites.**
- **Approval for a certificate does not guarantee enrollment in specific courses.**