# Professional Selling

## Department Information
- **Department Location:** Richard H. Barry Hall
- **Department Phone:** 701-231-8651
- **Department Web Site:** [www.ndsu.edu/business/departments/mm/](http://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>
</tr>
<tr>
<td>MRKT 497</td>
<td>FE/Coop Ed/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

## 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 ([https://www.ndsu.edu/business/research/centers_institutes/sales_center/](https://www.ndsu.edu/business/research/centers_institutes/sales_center/)). 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.