

**Sales Minor**  
*(Open to All Rider Students)*

Name: \_\_\_\_\_ ID# \_\_\_\_\_

Advisor \_\_\_\_\_

(18 semester hours without the required prerequisite course work)

| <u>Course #</u>                 | <u>Course</u>                                             | <u>Semester<br/>Completed</u> | <u>Grade</u> |
|---------------------------------|-----------------------------------------------------------|-------------------------------|--------------|
| <b>Required Core:</b>           |                                                           |                               |              |
| MGT 346                         | Negotiation                                               | _____                         | _____        |
| MKT 340                         | Personal Selling                                          | _____                         | _____        |
| MKT 440                         | Sales Management                                          | _____                         | _____        |
| <b><u>OPTION A:</u></b>         |                                                           |                               |              |
| <b>Select 3 Electives from:</b> |                                                           |                               |              |
| BUS 210                         | Intro to Law: Contracts                                   | _____                         | _____        |
| CIS 315                         | Integrating Business with SAP                             | _____                         | _____        |
| CIS 360                         | Data Mining                                               | _____                         | _____        |
| CIS 390                         | Project Management                                        | _____                         | _____        |
| CIS 430                         | Enterprise Integration (prerequisite CIS 315)             | _____                         | _____        |
| FIN 200 <b>OR</b> FIN 305       | Managing Your Money <b>OR</b> Personal Financial Planning | _____                         | _____        |
| MGT 363                         | Management Skills                                         | _____                         | _____        |
| MKT 260                         | Services Marketing                                        | _____                         | _____        |
| MKT 310                         | Business to Business Marketing                            | _____                         | _____        |
| MKT 320                         | Consumer Behavior                                         | _____                         | _____        |

**OPTION B: Sales Minor with the SAP Student Award Certificate.**

**Students must take the following 3 electives instead of choosing from the above list.**

|                   |                                               |       |       |
|-------------------|-----------------------------------------------|-------|-------|
| <b>Electives:</b> |                                               |       |       |
| CIS 315           | Integrating Business with SAP                 | _____ | _____ |
| CIS 360           | Data Mining                                   | _____ | _____ |
| CIS 430           | Enterprise Integration (prerequisite CIS 315) | _____ | _____ |
| GSC 385*          | Management Information Systems                | _____ | _____ |

\*Students will be able to substitute GSC-385 for CIS-385 which is a requirement for Business majors.