

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 Completed</u>	<u>Grade</u>
Required Core:			
MGT 346	Negotiation	_____	_____
MKT 340	Personal Selling	_____	_____
MKT 440	Sales Management	_____	_____
<u>OPTION A:</u>			
Select 3 Electives from:			
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 OR FIN 305	Managing Your Money OR 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.

Electives:			
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.