

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.