

**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>
<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 <i>OR</i> FIN 305	Managing Your Money <i>OR</i> 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.