University of Akron Policies for Minors:

- Complete all minor requirements prior to graduation.
- Earn a 2.0 GPA in all minor coursework.
- Complete all pre-requisites for each course.
- Courses may not be taken as pass/fail.
- Complete at least 9 additional credits not needed for any other major, minor, or certificate.
- Earn at least 9 credits at The University of Akron in the CBA.
- Declare the minor in the Business Undergraduate Advising Office, CBA room 260.

This Graduation Planning Summary (GPS) is based on the term you declare your minor & expires in 5 years. Requirements can be subject to change. Students should meet with an academic advisor and check DPR to review academic progress and determine course sequencing each semester. Please see the CBA advising website for specific Admission criteria for the College of Business.

Professional Selling (660101M)

<table>
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<tr>
<th>Course</th>
<th>Credits</th>
<th>Pre-req</th>
<th>Done</th>
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<tbody>
<tr>
<td>Professional Selling</td>
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<td>6600:275</td>
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<tr>
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<tr>
<td>Advanced Professional Selling</td>
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Electives: 9 credits. Select 3 courses from the following

- Business Issues in a Connected World
- Marketing Principles
- Sales Management
- Introduction to Entrepreneurship
- Foundations of Personal Finance
- Investments
- Retirement Planning (Fall Only)
- Organizational Behavior & Leadership Skills
- Human Resource Management
- International Management
- Foreign Market Entry (Fall Only)