

TECHNICAL SALES, MINOR

Requirements for a minor may be completed at any campus location offering the specified courses for the minor. Students may not change from a campus that offers their major to a campus that does not offer their major for the purpose of completing a minor.

Program Requirements

Requirement	Credits
Requirements for the Minor	19

Students are required to have a technically-oriented major (i.e. engineering, engineering technology, physical sciences, or other major as approved).

Requirements for the Minor

A grade of C or better is required for all courses in the minor, as specified by Senate Policy 59-10 (<https://senate.psu.edu/policies-and-rules-for-undergraduate-students/59-00-minors-and-certificates/#59-10>). In addition, at least six credits of the minor must be unique from the prescribed courses required by a student's major(s).

Code	Title	Credits
Prescribed Courses		
<i>Prescribed Courses: Require a grade of C or better</i>		
MGMT 301	Basic Management Concepts	3
MKTG 301	Principles of Marketing	3
SCM 301	Supply Chain Management	3
Additional Courses		
<i>Additional Courses: Require a grade of C or better</i>		
MKTG 410	Personal Selling (or marketing elective as approved)	3
SCM 200	Introduction to Statistics for Business	4
or STAT 200	Elementary Statistics	
Select one of the following:		3
MGMT 409	Project Management for Engineers	
MGMT 410	Project Management	
SCM 455	Logistics Systems Analysis and Design	
SCM 460	Purchasing and Materials Management	