

UT COLLEGE OF BUSINESS ADMINISTRATION PROFESSIONAL SALES MINOR FOR NON-BUSINESS STUDENTS

COBA QUICK FACTS

UT's College of Business Administration

- ...was established in 1930 and has produced a long list of distinguished alumni
- ...is one of only 15% of business colleges in the world fully accredited by AACSB; since 1955 for the BBA and 1963 for the MBA
- ...offers a variety of quality academic programs including a College Honors Program
- ...employs an outstanding faculty committed to both teaching and research
- ...provides excellent internships opportunities and career placement services
- ...supports numerous professional fraternities, student organizations, and honoraries
- ...maintains a low faculty-to-student ratio and average undergraduate class size
- ...resides in Stranahan Hall with multimedia classrooms and modern lecture halls
- ...runs state-of-the-art computer labs ranked in the top 25% of all business colleges
- ...has 108 wireless laptops for students' use
- ...encourages faculty-student interaction to enhance academic performance with multiple programs
- ...boasts the most affordable tuition among 4-year institutions in northwest Ohio
- ...awards nearly \$250,000 in scholarships each year to business students
- ...has highest number of "Outstanding Faculty" members who have won teaching awards

For more information or to arrange for a meeting with an academic adviser, please contact:

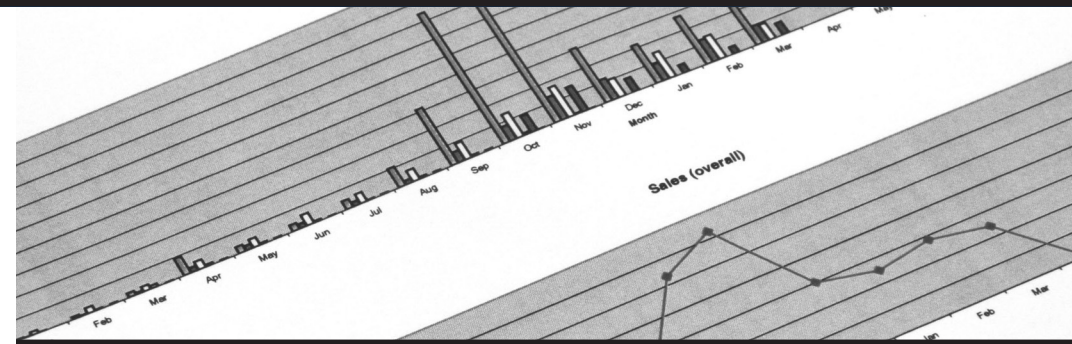
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Global Focus, Regional Impact



**COLLEGE OF BUSINESS
ADMINISTRATION**

THE UNIVERSITY OF TOLEDO



The College of Business Administration offers a general minor for students in non-business degree programs at The University of Toledo. This option is recommended for students who want to enhance their academic curricula with business-related course work.

With careful planning, students may be able to complete the requirements for a minor in business administration as part of the hours already required for their degree programs. Students should meet their college advisers to discuss how the minor requirements will fit into their plans of study.

Advisers in the College of Business Administration will also assist students in the planning of their minor course work. Nonetheless, it is the responsibility of each student to comply with all course prerequisites.

Students interested in more than one business minor or the MBA program should visit Student Services, in ST 1016. Only one minor course may "double count" in both business minors.

PROFESSIONAL SALES MINOR FOR NON-BUSINESS STUDENTS

This minor is for all students not majoring within the College of Business Administration. Outlined are the requirements for the minor in professional sales.

Required Economics Courses (3-6 hours)

Select from either

ECON 1150 Principles of Macroeconomics.....3

AND

ECON 1200 Principles of Microeconomics3

OR

MIME 2600 Engineering Economics.....3

Prerequisite: sophomore standing

Required Business Courses (12 hours)

Grade of C (2.00) or higher required in each course

BUAD 3010 Principles of Marketing3

Prerequisite: ECON 1150 and 1200 or MIME 2600, and junior standing

PSLS 3440 Professional Sales3

Prerequisite: BUAD 3010

PSLS 3450 Account and Territory Management.....3

Prerequisite: BUAD 3010

PSLS 4740 Advanced Sales3

Prerequisite: PSLS 3440 and 3450

Professional Sales Electives (3 hours) - select one from the following

Grade of C (2.00) or higher required in each course

**PSLS 3080 Purchasing and Business Relationship
Management3**

Prerequisite: BUAD 3010

PSLS 4710 Sales Force Leadership3

Prerequisite: PSLS 3440