

PROFESSIONAL SELLING

Dr. A. Dixon, Faculty Mentor

To earn a **Major in Professional Selling**, a student must complete the application and interview process (<https://sites.baylor.edu/prosales/prospective-students/>). Additional information about the Professional Selling program can be found in the Professional Organizations section within the Hankamer School of Business catalog area.

Professional Selling Major

Code	Title	Hours
Major Requirements		
MKT 3310	Professional Selling and Communications (Fall only)	3
MKT 4311	Professional Selling and Communications II (Spring only)	3
MKT 4320	Marketing Channels (Spring only)	3
MKT 4399	Professional Selling Internship (Internship in Summer; Class in Fall only)	3
MKT 4310	Sales Force Management/Leadership (Fall only)	3
MKT 4330	Marketing Analysis and Decision Making (Preferably Fall)	3
Total Hours		18