PROFESSIONAL SELLING

Dr. A. Dixon, Faculty Advisor

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 at https://sites.baylor.edu/prosales/.

Requirements for a Major in Professional Selling

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Hours</th>
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<tbody>
<tr>
<td>MKT 3310</td>
<td>Professional Selling and Communications (Fall only)</td>
<td>3</td>
</tr>
<tr>
<td>MKT 4311</td>
<td>Professional Selling and Communications II (Spring only)</td>
<td>3</td>
</tr>
<tr>
<td>MKT 4320</td>
<td>Marketing Channels (Spring only)</td>
<td>3</td>
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<tr>
<td>MKT 4328</td>
<td>Sales Management (Fall only)</td>
<td>3</td>
</tr>
<tr>
<td>MKT 4331</td>
<td>Key &amp; Global Account Management (Fall only)</td>
<td>3</td>
</tr>
<tr>
<td>MKT 4399</td>
<td>Professional Selling Internship (Internship in Summer; Class in Fall only)</td>
<td>3</td>
</tr>
</tbody>
</table>

Total Hours 18