

TECHNICAL SALES - MINOR

Program Requirements

Code	Title	Semester Credit Hours
IDIS 240	Introduction to Industrial Distribution	3
IDIS 330	Sales Engineering	4
IDIS 340 or IDIS 344	Manufacturer Distributor Relations or Distributor Information and Control Systems	3
IDIS 371	Industrial Distribution Technical Sales Seminar	1
IDIS 433	Industrial Sales Force Development	3
IDIS 471	Industrial Business to Business Marketing	3
Total Semester Credit Hours		17

Must make a grade of C or better in each course used towards the minor.