**Technical Sales**

***BACHELOR'S DEGREE (BS or BA)***

**» Program Prerequisite:** An interview with the department chair or designee is necessary prior to acceptance into the program.

**» Minor:** Not required.

**» Grade Requirements:** A grade of "C" or better in courses required for this major (a grade of "C-" is not acceptable) in addition to an overall GPA of 2.00 or higher.

**» Credit Hour Requirements:** A total of 120 hours is required for graduation -- a minimum of 45 of these is required within the major. A total of 40 upper division credit hours is required (courses number 3000 and above) -- a minimum of 32 of these is required within the major.

**Advisement**

All Technical Sales students are required to meet with a faculty advisor at least annually for course and program advisement. Call 801-626-6913 for more information or to schedule an appointment.  (Also refer to the [Department Advisor Referral List](http://weber.edu/ssc/academicadvisors.html).)

**Admission Requirements**

Declare your [program of study](http://documents.weber.edu/catalog/Current/pages/progstd.htm). There are no special admission or application requirements for this program.

**General Education**

Refer to [General Requirements](http://documents.weber.edu/catalog/Current/catgened.htm) for Bachelor of Science or Bachelor of Arts requirements. MATH QL1030 (3) is recommended to fulfill the Quantitative Literacy requirement.

**Course Requirements for BS Degree**

**Courses Required (45 credit hours)**

* SST 1143 Fundamental Selling Techniques (3)
* SST 1303 Distribution Principles (3)
* SST 1401 Introduction to Sales & Services Technology (1)
* ~~SST 1602 Advanced Selling Techniques (2)~~ SST 2603 Advanced Selling Techniques (3)
* SST 2383 Retail Merchandising and Buying Methods (3)
* SST 3103 Sales Personalities & Profiles (3)
* SST 3203 Customer Service Techniques (3)
* SST 3363 Contract & Sales Negotiation (3)
* SST 3563 Principles of Supervision (3)
* SST 3702 Developing Team Leadership Skills (2)
* SST 3803 Sales Engineering Techniques (3)
* SST 3903 Sales Presentation Strategies (3)
* SST 4203 Ethical Sales & Service (3)
* SST 4610 Senior Project I (3)
* SST 4620 Senior Project II (3)
* ~~SST 4992 Senior Seminar~~ ~~(2)~~ SST 4993 Senior Seminar (3)
* ~~TBE 3090 Advanced Electronic Presentations (2)~~

**Technical Sales Concentration (minimum 20 credit hours)**

*Select a minimum of 20 hours in consultation with the department chair.*

**Support Course Electives (minimum 10 credit hours)**

*Select from the following*

* ACTG 2010 Survey of Accounting I (3)
* ACTG 2020 Survey of Accounting II (3)
* ATTC 3520 Fleet Management (2)
* ATTC 3620 Automotive Business Practices (2)
* BSAD 1010 Business and Society (3)
* BSAD 3000 Small Business Management (3)
* CHF SS1500 Human Development (3)
* CHF 2100 Family Resource Management (3)
* CHF 2400 Family Relations (3)
* CHF 3150 Consumer Rights and Responsibilities (3)
* CHF 4400 The Family in Stress (3)
* COMM 3050 Theory and Literature of Interpersonal Communication (3)
* COMM 3120 Advanced Public Speaking (3)
* COMM 3810 Persuasive Communication (3)
* COMM 3850 Advertising (3)
* ENGL 3100 Professional & Technical Writing (3)
* GERT 3120 Aging: Adaptation and Behavior (3)
* GERT 4650 Retirement: Adjustment/Planning (3)
* IDT 1010 Introduction to Interior Design (3)
* PSY SS2000 Interpersonal Relationships (3)
* PSY 3000 Child Psychology (3)
* PSY DV3100 Psychology of Diversity (3)
* PSY 3460 Social Psychology (3)
* PSY 4510 Industrial and Organizational Behavior (3)
* SOC 3110 Sociology of Family (3)
* SST 1503 Introduction to Fashion Merchandising (3)
* SST 2182 Credit and Collection Methods (2)
* SST 2443 Advertising Methods (3)
* SST 2703 Internet Sales and Service (3)
* SST 2903 Professional Selling on the Internet (3)
* SST 4830 Directed Readings (1-3)
* SST 4920 Short Courses, Workshops... (1-2)
* TBE 2080 Database Applications (1)
* TBE 3070 Advanced Spreadsheet Applications (1)
* TBE 3090 Advanced Electronic Presentations (2)
* TBE 3100 Desktop Publishing (3)
* TBE 3250 Business Communication (3)
* TBE 3400 Training the Trainer (3)

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