

**Q. What is the Sales Leadership Program?**

A. The Sales Leadership Program is a special set of courses for those students interested in a career in sales.

**Q. Is this program only for business or marketing majors?**

A. **If you are a Marketing major or a College of Commerce major, you may take these courses as electives and receive a Concentration in Sales Leadership (Marketing majors) or Minor in Sales Leadership (all other Commerce majors) which will appear on your transcript.**

The courses required for all College of Commerce majors are:

*Two (2) required Sales courses:*

MKT 376 - Effective Business Communication

MKT 377 - Fundamentals of Sales & Networking

*Two (2) of five(5) remaining Sales courses:*

MKT 378 - Sales Strategy & Technology (*prereq* MKT 376 OR 377)

MKT 379 - Leadership in Sales Organizations (*prereq* MKT 376 OR 377)

MKT 380 - Strategic Framework for Targeting the Retail Consumer

MKT 398 - Building Financial Relationships

MKT 398 - Category Management

**If you a non Commerce major, you may take these courses as electives and receive a Minor in Sales Leadership which will appear on your transcript.**

The courses required for non Commerce majors are:

*Three (3) core classes must be taken prior to MKT 378, 379 or 398:*

ICS 200 - Introduction to Business

MKT 301 - Principles of Marketing

MKT 310 - Consumer Behavior

*Two (2) required Sales courses:*

MKT 376 - Effective Business Communication

MKT 377 - Fundamentals of Sales & Networking

*Two (2) of five (5) remaining Sales courses:*

MKT 378 - Sales Strategy & Technology (*prereq* MKT 376 OR 377)

MKT 379 - Leadership in Sales Organizations (*prereq* MKT 376 OR 377)

MKT 380 - Strategic Framework for Targeting the Retail Consumer

MKT 398 - Building Financial Relationships

MKT 398 - Category Management

**Q. How do I apply for the Sales Leadership Program?**

A. Visit our website at [www.salesleadershipcenter.com](http://www.salesleadershipcenter.com) and you will find an Enrollment Form in the Student Section. Fill out the form and submit from the website.

**Q. Do I need to fill out any additional forms to enroll in the program?**

A. Yes. Fill out the Declaration of Minor form for your individual college.

**Q. What if I have other questions regarding the Sales Leadership Program?**

A. If you have additional questions, please contact Sarah Laggos at [slaggos@depaul.edu](mailto:slaggos@depaul.edu) or call (312) 362-6533 to obtain additional information.