University of Houston-Downtown
College of Business

Minor in Business Development/Sales

General Information:

- BU Student must have a 2.5 cumulative GPA or better at UHD to be approved for a COB minor.
- Non-BU Student must have a 2.25 cumulative GPA or better at UHD to be approved for a COB minor.
- Student must have a 2.0 GPA or better in minor courses for minor to be certified at graduation.
- Field experience course (MKT 4380) may NOT be applied to a minor program.
- The minor field elected must be different from the major.
- A student must complete all course work required for the minor in addition to all course work required for the degree prior to graduation.
- All minor programs in the College of Business require at least 9 hours upper-level course work in residence at UHD.
- Students should note that in some instances courses listed as requirements or options for the minor program may have prerequisites that are not listed as part of the program. Prerequisites will not be waived.
- The procedures for declaring a minor are available from the CoB Student Services Office, B101.

Required Courses (18 hours):

MKT 3301 Principles of Marketing [GenEd core+18 additional hrs, co-req: BA 3300]
MKT 3302 Personal Selling [BA 3300, MKT 3301 or dept. approval]
MKT 3305 Integrated Marketing Communications [BA 3300, MKT 3301]
MKT 3340 Customer Relationship Management [BA 3301, MKT 3301]
MKT 4305 Buyer Behavior [BA 3300, MKT 3301] *
MKT 4320 International Business Development [BA 3300, MKT 3301, MKT 3302]

*Prerequisites are listed in parenthesis.