Minor in AgriFood Sales (AGFS)
Department of Agricultural Economics | College of Agriculture and Life Sciences

The Minor in AgriFood Sales will be a benefit to undergraduate students that are planning to launch their career in professional sales in the AgriFood, need to possess the skill of building professional relationships with customers in firms, or need an understanding of the process of best practices in professional sales. Professional sales positions and management of salespeople are not limited to one field/degree area: therefore this minor is open to all majors.

Courses must be taken for an academic credit with a grade of C or better.

Required Courses:

<table>
<thead>
<tr>
<th>Course #</th>
<th>Course Title</th>
<th>Hours</th>
<th>Term offered</th>
</tr>
</thead>
<tbody>
<tr>
<td>AGEC 216</td>
<td>Fundamentals of the AgriFood Sales Industry</td>
<td>1 hour</td>
<td>Spring, Fall</td>
</tr>
<tr>
<td>AGEC 315</td>
<td>Food and Agricultural Sales</td>
<td>3 hours</td>
<td>Spring, Fall</td>
</tr>
<tr>
<td>AGEC 316</td>
<td>Building Customer Relationships in AgriFood Selling</td>
<td>3 hours</td>
<td>Spring</td>
</tr>
<tr>
<td>AGEC 416</td>
<td>Sales Management and Advanced Techniques in Professional Technical Selling for AgriFood Firms</td>
<td>3 hours</td>
<td>Fall</td>
</tr>
</tbody>
</table>

Choose one course from each section below.

Marketing:
AGEC 314 Marketing Agricultural and Food Products
MKTG 321 Marketing
MKTG 409 Principles of Marketing

Finance:
AGEC 330 Financial Management in Agriculture
AGEC 340 Agribusiness Management
AGEC 422 Land Economics
AGEC 424 Agribusiness Entrepreneurship Economic Analysis
AGEC 435 Financial Planning

Prerequisites:
Minimum 2.0 GPR, has a declared major
Must take AGEC 315 before taking AGEC 316 or AGEC 416; however, courses can be taken concurrently

Course Availability and Minor Recognition:
The table above outlines semester(s) each course is typically offered. This schedule may be subject to change. The minor will be recognized on the student’s transcript after graduation. The minor designation does not appear on the student’s diploma. Return this form to room 214 of the AGLS Building. Minor code is AGSF.

Printed Name:________________________________________ Signature:________________________________________
Date:_________________________ Major:______________ UIN:________________________________________

Email:________________________________________ Phone Number:________________________________________

Student Signature:____________________________________ Date:_________________________

AGEC Advisor Approval:_________________________ Date:
Date Minor Added In Compass:_________________________