

# Minor in AgriFood Sales (AGFS)

Department of Agricultural Economics | College of Agriculture and Life Sciences

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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:

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

**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 AGECE 315 before taking AGECE 316 or AGECE 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.**

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Printed Name: \_\_\_\_\_

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Major: \_\_\_\_\_

UIN: \_\_\_\_\_

Email: \_\_\_\_\_

Phone Number: \_\_\_\_\_

Student Signature: \_\_\_\_\_

Date: \_\_\_\_\_

AGEC Advisor Approval: \_\_\_\_\_

Date: \_\_\_\_\_

Date Minor Added In Compass: \_\_\_\_\_

