Minor in AgriFood Sales (AGFS) – Updated 8/21/2019

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:

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 AGEC 315 before taking AGEC 316 or AGEC 416.

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 AGFS.**

Printed Name:_____   Signature:_____

Date:_____   Major:_____   UIN:_____

Email:_____   Phone Number:_____

Student Signature:_____   Date: _____

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