

Minor in AgriFood Sales (AGFS) – Updated 4/9/2025

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	Terms 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, Fall
AGEC 416	Sales Management and Advanced Techniques in Professional Technical Selling for AgriFood Firms	3 hours	Spring, 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 ; Must take AGEC 316 before 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. **Advisors, please upload a copy to Navigate. Minor code is AGFS.**

Printed Name: _____ Major: _____ UIN: _____

Email: _____ Phone Number: _____

Student Signature: _____ Date: _____

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