

# SALES ENGINEERING MINOR

Graduates with this minor are regarded highly by recruiters for industries seeking sales engineering staff. The minor provides the academic background for careers in sales, managerial, and entrepreneurial pursuits. Graduates are more effective communicators and are trained to promote and market new technologies and related products.

## About this Program

- **College:** Herbert Wertheim College of Engineering (<http://catalog.ufl.edu/UGRD/colleges-schools/UGENG/>)
- **Credits:** 16-18 | Completed with a minimum 2.8 combined GPA
- **Contact:** 371 Weil Hall (<http://campusmap.ufl.edu/?loc=0024>)

*Only students enrolled in an engineering degree-granting major are eligible for this minor. Computer Science students are not eligible for this degree.*

The curriculum enhances the engineering discipline with courses in communications, business, management and accounting. There is a core requirement of seven to eight credits, a communication skills elective requirement of three credits and a management skills elective requirement of six to eight credits.

## Required Courses

Code	Title	Credits
<b>Required</b>		
ACG 2021	Introduction to Financial Accounting	3-4
or AEB 3144	Introduction to Agricultural Finance	
AEB 3341	Selling Strategically	3
EGN 4930	Sales Engineer Seminar	1
Select one:		3
CGN 4101	Civil Engineering Cost Analysis	
ECH 4604	Process Economics and Optimization	
EIN 3354	Engineering Economy	
AEB 3300	Agricultural and Food Marketing	3-4
or MAR 3023	Principles of Marketing	
Communications Skills elective		3
<b>Total Credits</b>		<b>16-18</b>

## Communications Skills Electives

Code	Title	Credits
AEC 3030C	Effective Oral Communication	3
ENC 3250	Professional Communication	3
ENC 3246	Professional Communication for Engineers	3
SDS 4410	Interpersonal Communication Skills	3
SPC 2300	Introduction to Interpersonal Communication	3
SPC 2608	Introduction to Public Speaking	3