

# Facts at your Fingertips

## Selling and Sales Management (SELL)

College of Health and Human Sciences (HHS)

|                             |   |                          |                            |
|-----------------------------|---|--------------------------|----------------------------|
| <b>Program: CNSR-BS</b>     | <b>Major: Selling &amp; Sales Management (SELL)</b>   |                          |                            |
| <b>Requirements:</b>        | <b>Minimum Semesters: 1</b>   | <b>Minimum Hours: 12</b> | <b>Minimum GPA: 2.50**</b> |
| <b>Course Requirements:</b> | Completion of AGECE 33100 with a grade of "B" or better and MGMT 200** (or equivalent) with a "C" or better. See comments for additional information.   |                          |                            |
| <b>Comments:</b>            | <p>**Through the fall of 2012 students may choose to complete CSR 342 with a "C" or better instead of MGMT 200.</p> <p><b>**IF SPACE IS AVAILABLE:</b> Students who have successfully completed the pre-requisite courses and have an overall GPA of 2.00 - 2.49 will be pooled and accepted based on space availability and their overall academic credentials.</p> <p>Students who wish to CODO into Selling and Sales Management must attend an HHS CODO Information meeting.</p> <p>Those who have completed the pre-requisite courses or are currently enrolled in the courses may bring signed CODO papers to the HHS CODO information Session to be processed or held.</p> |                          |                            |

## FREQUENTLY ASKED QUESTIONS

### 1. What types of careers can I get with a degree in Selling & Sales Management?

The main focus of the Selling & Sales Management program is professional sales. Your degree will open up opportunities in many professional positions. Recent graduates are working as account executives, inside and outside sales managers, product specialists, recruiters, marketing representatives, and brand managers for companies such as Abbott Laboratories, Caterpillar, IBM, Indiana Pacers, Kraft Foods, Olinger, Target, Xerox, and more.

### 2. What types of industries hire Selling & Sales Management graduates?

The answer is... what's your niche? Nearly all industries employ professional sales and marketing executives. Whether you're interested in banking, hospitality, medical or pharmaceutical sales, food and beverage, fashion/retail, sports, manufacturing, or technology, you'll find employment opportunities.

### 3. Are there Career Fairs on campus for Selling & Sales Management students?

Yes. Each year CSR holds the Annual CSR Career Conference in February. Students have the opportunity to mingle, have lunch, and meet with 30-50 recruiters at the all-day event. Other Professional Development activities are held throughout the year including a recruiter/student reception for juniors and seniors in the fall. Selling & Sales Management students are also encouraged to attend the Krannert Career Fair each fall and spring for opportunities in the sales and marketing fields. CSR students also use the Center for Career Opportunities and CCO Express for access to databases of job opportunities and on-campus interviewing.

### 4. Is an Internship required?

Yes, students in Selling & Sales Management will complete an internship (or field experience) in a sales position. Students may complete this during the summer or during the school year. To fulfill the internship requirement, students must have AGECE 331 completed, be in the SELL program at the time of employment, be registered for CSR 307 in the semester in which they are working, complete

at least 140 work hours, fulfill all written assignments, and attend a small group session/syllabus meeting (in April for summer or during the first week of school for fall/spring). Students search and secure their own position which may be paid or unpaid.

**5. Since internships are required, how do you help students find the positions?**

Learning how to secure a position is part of the learning experience. Except for the Study Abroad Internship, we do not select and place students into positions. We offer a variety of resources to assist students in seeking and landing an internship or fulltime job including but not limited to: the CSR Annual Spring Career Conference, other on-campus career fairs in the fall and spring; clubs and organization participation where industry speakers or site visits are key; departmental contacts with program alumni offering positions; professional development activities throughout the year where students and industry professionals are brought together; the use of Purdue's [www.cco.purdue.edu](http://www.cco.purdue.edu) career services website & job databases and Career Wiki.

**6. Explain the current CODO policy.**

Prospective Selling & Sales Management students must attend a CSR CODO Information Session and complete the steps at the [www.hhs.purdue.edu/codo](http://www.hhs.purdue.edu/codo) website. At the time of the Info Session, students who've already completed AGECE 331 with a "B" or better and MGMT 200\*\* with a "C" or better and has at least a 2.50 cumulative GPA may bring CODO papers signed by their outgoing school to the meeting. \*\*Note: through the Fall of 2012, students may complete CSR 342 with a C or better instead of MGMT 200. Students who meet these criteria will be automatically qualified to CODO into SELL. All students will be provided a personal Plan of Study at the CODO Info Session.

**7. What if I do not meet the GPA requirement, but I've completed the pre-requisite courses?**

Students who have completed AGECE 331 with a "B" or better and MGMT 200 or equivalent with a "C" or better and have a cumulative GPA of 2.00- 2.49 will be pooled and selected for entry based on program space availability and the students' overall academic credentials.

**8. What if I attend a CODO meeting and I don't meet the criteria now but would still want to pursue the major when I meet the CODO requirements in the future?**

We maintain a database of all students who have attended a CODO information session. We will contact all students regularly who qualify. Students who have attended a CODO Information Session may see Bobbe Molter for academic advising by calling Molly Menges at 765.494.8317 or stop by MTHW 223 to make an appointment (please identify it as a "Codo follow-up"). We encourage all serious students to meet regularly during registration periods.

**9. Where do I get my CODO paper, Form 705?**

[http://www.purdue.edu/registrar/Students/CODO705\\_Form.pdf](http://www.purdue.edu/registrar/Students/CODO705_Form.pdf)

**10. Where do I take my CODO Form 705?**

After Section 1 & 2 have been signed by your current College/School you may bring the CODO Form 705 to MTHW 223. Students who qualify prior to attending the CODO Info Session may bring signed CODO papers to the meeting to be held or to be processed.

**11. If I have questions after the CODO meeting, who should I contact?**

Students who have attended a CODO Information Session may see Bobbe Molter for academic advising by calling Molly Menges at 765.494.8317 or stop by MTHW 223 to make an appointment (please identify it as a "Codo follow-up"). We encourage all serious students to meet regularly during registration periods. Students are welcome to email Bobbe Molter with questions at [bobbe@purdue.edu](mailto:bobbe@purdue.edu)

**12. If I am to CODO, how long will it take me to graduate?**

One size doesn't fit all. All students must follow the 3-semester Sales Sequence once accepted into SELL. The sequence is as follows: CSR 315 >> CSR 415 >> CSR 418. In order to graduate, you will need to take these courses in the appropriate order, fulfill all of the required courses and have at

least 120 credit hours. When you come to a CODO Information Session, a personalized plan of study will be provided. **VERY IMPORTANT: If you CODO into SELL, it will take at least 3 semesters to complete the sales sequence and for you to finish your degree, depending upon your classification.** This is not negotiable. If you are unable or unwilling to commit to honoring all prerequisites and course sequencing and spending at least an additional 3 semesters (upon acceptance) to finish your degree in Selling & Sales Management, we respectfully request that you consider other degree options. You will be expected to make this commitment before you complete the CODO process. If appropriate, we strongly encourage you to discuss your projected graduation date with your parents before you complete the CODO process

**13. Once I CODO, who will be my Selling & Sales Management advisor?**

Bobbe Molter advises all SELL students. Appointments may be made on-line once you've CODOed in, at [www.hhs.purdue.edu/csr](http://www.hhs.purdue.edu/csr)

**14. What can I expect regarding communication for Selling & Sales Management students?**

A lot of vital, up to the minute, information is posted on the CSR website at [www.hhs.purdue.edu/csr](http://www.hhs.purdue.edu/csr) (click on "Undergraduate"). We also send out e-mail announcements about job or internship opportunities, leadership opportunities, and registration reminders. Or, follow Bobbe on Twitter: @PUadvisorBobbe. While some info you receive by email from us may not be of interest to you, we will not email you junk mail so we expect you review all e-mail correspondence from advisors before deleting!

**15. Are there study abroad programs specifically for Selling & Sales Management students?**

There are many programs that match up nicely with the SELL curricula. Too many to list here! No matter what your niche is ~ you will have countless options for Studying Abroad. Your advisor can help work a Study Abroad fall, spring, or summer option into your plan of study. Here are a few popular choices:

INTERNSHIP PROGRAMS (Summer Only):

London, Sydney, Dublin, or Beijing

Australian Locations: Along with the Sydney internship program, the Queensland University, Griffith University, Curtin University, James Cook University, and Monash University are all locations where Retail Management students have enjoyed a fall, spring, or summer semester.

Other Popular Destinations: University of Seville (Spain); IES London Program, Hong Kong PolyTechnic Institute (China); University College Dublin (Ireland); China Hotel Internship program (6 months); Accademia Italiana (Italy).

**16. Are there scholarships available?**

All college level scholarships are posted at [www.hhs.purdue.edu](http://www.hhs.purdue.edu). Industry scholarships are often available and are announced on our website and by direct email to qualifying students. All merit based scholarships offered by Purdue University are posted at [www.purdue.edu/dfa](http://www.purdue.edu/dfa). Study Abroad scholarships are posted at [www.studyabroad.purdue.edu](http://www.studyabroad.purdue.edu)