Facts at your Fingertips
Selling and Sales Management (SELL)
College of Health and Human Sciences (HHS)

<table>
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<tr>
<th>Program: CSCI-BS</th>
<th>Major: Selling &amp; Sales Management (SELL)</th>
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<tbody>
<tr>
<td>Requirements:</td>
<td>Minimum Semesters: 1</td>
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<td>Course Requirements:</td>
<td>Completion of AGEC 33100 with a grade of “C-“ or better.</td>
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<td>Comments:</td>
<td>Must be in good standing (not on probation).</td>
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<td>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.</td>
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FREQUENTLY ASKED QUESTIONS

1. **What types of careers can I get with a Selling & Sales Management degree?** 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 Indiana Pacers, Shell Oil, SalesForce, SMC, Eli Lilly, 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 Sales, Retail & Financial Services Career Conferences in September. 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. Selling & Sales Management students are also encouraged to utilize the Center for Career Opportunities.

4. **Is an Internship required?** Yes, students in Selling & Sales Management will complete an internship (or field experience) prior to graduating. To fulfill the internship requirements, students must have AGEC 33100 completed, be in the SELL program at the time of employment and be registered in CSR 30700 in the semester they are working. Students will also fulfill all the written academic internship 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. A popular option for the internship requirement are the organized London, Sydney, or Beijing Internship programs offered in the summer through the Study Abroad Office; you would be placed in a position at an international site in this case.

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 are highly encouraged to attend a CSR CODO Advising & Information Session. Register for one that fits into your schedule [HERE](#). All students will be provided a personal Plan of Study at the CODO Info Session. To CODO, a student must complete AGEC 33100 with a C- or better and be in good standing.

7. **What if I do not meet the GPA requirement, but I've completed the pre-requisite courses?**  Students who earn at least a C- or better in AGEC 33100 and whose GPA is 2.00 will be automatically accepted. Students on Academic Probation will not be able to CODO until they are in good standing.

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 Advising session. We will contact all students regularly who qualify. Students who have attended a CODO Information Session may see CSR Advisors as needed. We encourage all serious students to meet regularly during registration periods.

9. **Where do I obtain a CODO form 705?**  From your current academic advisor.

10. **Where do I take my CODO paper form 705?**  After Sections 1 & 2 have been signed by your current College/School you may bring them 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 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 complete 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 (or terms*),** 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.  *Some courses are taught in summer modules. Each modules is considered a 'term'.

12. **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 “Current Students”). We also send out e-mail announcements about job or internship opportunities, leadership opportunities, and registration reminders. 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! For up to the minute academic notices, follow Bobbe on twitter: [@BoilerBobbe](http://twitter.com/BoilerBobbe)

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