

SALES (SALE)

The Minor in Sales equips students with essential skills in communication, negotiation, and relationship management to succeed in client-facing and revenue-generating roles across industries. The minor combines theoretical insights with practical applications and emphasizes ethical and sustainable sales practices.

Minor Requirements (Honours)

3.50 credits are required.

Code	Title	Credits
Required Courses		
MCS*2800	Introduction to Selling and Sales Management	0.50
MCS*3800	Sales Systems and Strategy	0.50
MCS*4400	Pricing Management	0.50
MCS*4870	Behavioural Science and Technology in Sales	0.50
MCS*4880	Sales and Negotiation	0.50
MCS*4890	Business-to-Business Sales and Marketing	0.50
ACCT*2290	Accounting Information Systems and Data Analytics	0.50
or MCS*2020	Information Management	