

# Facts at Your Finger Tips

## Selling and Sales Management (SSM)

College of Consumer and Family Sciences

### **CODO Requirements and Process:**

***(Please note that these CODO requirements and the application process have been in place since March 1, 2005.)***

Prospective CODO Students must attend an SSM CODO meeting.

Selection is based on an application process.

*Application deadlines are twice a year: September 1 and February 1.*

*The selection process is competitive. Therefore it is imperative that each student have an alternate plan in case they are not selected.*

*Application includes the application form and a résumé.*

In order to apply, students must meet the following requirements:

Complete at least 12 credit hours at Purdue University.

Minimum GPA is 2.0

Complete AGEC 33100 with a grade of B or better.

Complete CSR 34200 with a grade of C or better.

Note: Applications will not be accepted from students who are on Academic Probation.

### **Courses available to students who are interested in Selling and Sales Management:**

***It is imperative that you understand that taking these courses does not mean your major is SSM. You will only be able to apply these courses to an SSM degree, IF you are accepted as a CODO student for SSM.***

CFS Competency Requirements: COM 11400; CNIT 13600, CS 23500, or CS 11000; ECON 21000 or AGEC 21700; ENGL 10600 or ENGL 10800; MA 15300; MA 15400; PSY 12000; SOC 10000; STAT 11300; and 6 credits of science from the following list: ANTH 20300, 20400; ASTR 26300, 26400; BCHM 10000; BIOL \_\_\_\_; BTNY 20100, 20700; CHM \_\_\_\_; EAS \_\_\_\_; ENTM 10500, 20600, 20700, 21800; FN 30300; FNR 10300, 23000, 24000; HORT 10100; MA \_\_ (level higher than required for the major); PHYS \_\_\_\_

Major Requirements: AGEC 33100; COM 25600; COM Selective; CSR 28200; CSR 34200; ENGL 42000; MGMT 20000; MGMT 20100; MGMT 32300 or AGEC 42600; OLS 25200 or OLS 27400; and MGMT 45500

Electives: Approximately 33-35 hours

### **Courses NOT available until student has officially CODOed into SSM:**

**(OVERRIDES ARE NOT AVAILABLE FOR THESE CLASSES.)**

CSR 30700, CSR 30900, CSR 31500, CSR 33100, CSR 33200, CSR 40400, CSR 41500, CSR 41700, CSR 41800, HTM 14100, and HTM 24100

During your SSM CODO meeting, you will be encouraged to be realistic about your graduation date.

**IF you are selected, it will take at least 3-4 semesters for you to finish your degree**, depending upon your classification. **This is not negotiable!**

If you have any questions about the CODO Selection Process for Selling and Sales Management, please contact [cfsundergrad@purdue.edu](mailto:cfsundergrad@purdue.edu) or ask to speak to a CFS Academic Advisor at 494-8533.

**If you are unable or unwilling to commit to honoring all pre-requisites and course sequencing and spending at least an additional 3-4 semesters to finish your degree in Selling and 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.**