

Strategic Sales, Certificate

Academic Plan

Sample Plan of Study

Sample plans represent one way to complete a program of study. Actual course selection and sequence will vary and should be discussed with an academic advisor. For additional sample plans, see MyUI.

Strategic Sales, Certificate

Course	Title	Hours
Academic Career		
Any Semester		
The undergraduate certificate in strategic sales requires a minimum of 18 s.h. of credit.		
Students must maintain a GPA average of at least 2.00 in work for the certificate.		
Courses may be completed in any order unless used as a prerequisite for another course. Consult academic advisor for assistance with reviewing course sequence.		
Hours		0
Third Year		
Fall		
MKTG:4200	Sales Management	3
MKTG:4201	Professional Selling	3
Hours		6
Spring		
Certificate: elective course ^a		3
Hours		3
Summer		
BUS:3100	Academic Internship or Cooperative Education ^b	0
Hours		0
Fourth Year		
Fall		
MKTG:4203	Advanced Power Selling	3
Certificate: elective course ^a		3
Hours		6
Spring		
Certificate: elective course ^a		3
Hours		3
Total Hours		18

^a Complete three of the following courses: MKTG:3104, MKTG:3600, MKTG:4405, MKTG:4410.

^b Required internship should be in a sales position.