



2015-2016 *Internal Certificate*

Certificate: **PROFESSIONAL SELLING (90-104-5)**

Credits: **14 Credits**

Description: The Professional Selling certificate is a short-term marketing certificate program that emphasizes the skills necessary to be an effective sales person. Courses can be applied toward an associate degree in Business-to-Business Marketing or General Marketing.

Related Program: Marketing

Campuses Available: Kenosha

REQUIRED COURSES

<input checked="" type="checkbox"/>	<u>Semester One</u>	<u>Credits</u>	<u>Prerequisite</u>	<u>Corequisite</u>
<input type="checkbox"/>	103-110 Microsoft PowerPoint	1		
<input type="checkbox"/>	104-101 Marketing Principles	3		
<input type="checkbox"/>	104-104 Selling Principles	3		
<input type="checkbox"/>				
<input type="checkbox"/>				
<input checked="" type="checkbox"/>	<u>Semester Two</u>	<u>Credits</u>	<u>Prerequisite</u>	<u>Corequisite</u>
<input type="checkbox"/>	104-126 Business Marketing I	3	104-101	
<input type="checkbox"/>	104-161 Selling Principles, Advanced	3	104-104	
<input type="checkbox"/>	196-164A Time Management	1		
<input type="checkbox"/>				
<input type="checkbox"/>				
Total Credits		14		

NOTE: Students must complete a certificate program with a minimum of a 2.0 Program GPA.
NOTE: Prerequisites can be waived with departmental approval.