This Graduation Planning Summary (GPS) is based on the term you declare your certificate & expires in 5 years. Requirements can be subject to change. Students should meet with an academic advisor and check DPR to review academic progress and determine course sequencing each semester. Please see the CBA advising website for specific Admission criteria for the College of Business.

**Graduation Planning Summary (GPS)**

**Certificate in Professional Selling (660103C)**

**Fall 2017 – Summer 2018**

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### Required Courses: 9 credits

- 6600:205  Marketing Principles  
- 6600:275  Professional Selling
- 6600:478  Advanced Professional Selling

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### Electives: 6 credits. Select 2 courses from the following

- 6100:101  Business Issues in a Connected World
- 6600:355  Buyer Behavior
- 6600:480  Sales Management
- 6600:475  Business Negotiations
- 3300:390  Professional Writing I  
- 3460:101  Essentials of Computer Science
- 3600:362  Business Ethics  
- 3750:380  Industrial/ Organizational Psychology (4 crs)
- 3750:443  Human Resource Management (4 credits)
- 4100:400  Engineering Management and Leadership  
- 7600:345  Business & Professional Speaking  
- 7600:227  Non-Verbal Communication
- 7600:245  Argumentation  
- 7400:139  The Fashion & Furnishings Industries
- 3250:100  Introduction to Economics

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### Graduation Planning Summary (GPS) Details

- Complete all certificate requirements prior to graduation.
- Earn a 2.0 GPA in all certificate coursework.
- Complete all pre-requisites for each course.
- Courses may not be taken as pass/fail.
- Complete at least 6 additional credits not needed for any other major, minor, or certificate.
- Earn at least 9 credits at The University of Akron in the CBA.
- Declare the certificate in the Business Undergraduate Advising Office, CBA room 260.

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**University of Akron Policies for Certificates:**

- Complete all certificate requirements prior to graduation.
- Earn a 2.0 GPA in all certificate coursework.
- Complete all pre-requisites for each course.
- Courses may not be taken as pass/fail.
- Complete at least 6 additional credits not needed for any other major, minor, or certificate.
- Earn at least 9 credits at The University of Akron in the CBA.
- Declare the certificate in the Business Undergraduate Advising Office, CBA room 260.

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**WEB-VERSION ONLY**

Official course requirements based upon semester admitted into the CBA and/or term minor declared.

You will earn a degree from a globally recognized business school where the programs are taught by an accomplished and dedicated faculty and are supported by a network of business executives. You can major in a wide variety of interesting disciplines that are attractive to prospective employers. As a graduate, you will have leadership and collaboration competencies and be a data savvy, globally aware, enterprise thinker.