



**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.*

**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.

**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 DARS 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.**

<b>Health Care Selling (660108C)</b>		
<b>15 Credits – All courses 3 credit hours</b>		
	<b>PRE-REQ</b>	<b>DONE</b>
<b>Required Courses: 6 credits</b>		
6600:275 Professional Selling	25 credits	<input type="checkbox"/>
6600:478 Advanced Professional Selling	6600:275	<input type="checkbox"/>
<b>Electives: 9 credits. Select 3 courses from the following</b>		
1880:310 Medicine & Humanities		<input type="checkbox"/>
2740:120 Medical Terminology		<input type="checkbox"/>
2740:121 Study of Disease Processes	2740:120	<input type="checkbox"/>
2740:230 Basic Pharmacology		<input type="checkbox"/>
2780:106 Anatomy & Physiology or 3100:200 Human Anatomy & Physiology I		<input type="checkbox"/>
2780:107 Anatomy & Physiology II or 3100:202 Human Anatomy & Physiology II	2780:106 or 3100:201	<input type="checkbox"/>
3100:265 Introductory Human Physiology		<input type="checkbox"/>
3150:100 Chemistry and Society		<input type="checkbox"/>
3230:457 Medical Anthropology	3230:150	<input type="checkbox"/>
3600:361 Biomedical Ethics		<input type="checkbox"/>
3850:342 Sociology of Health & Illness	3850:100	<input type="checkbox"/>
5550:150 Concepts in Health & Fitness		<input type="checkbox"/>
5570:101 Personal Health (2 credit hours)		<input type="checkbox"/>
6500:480 Intro to Health Care Management <i>Must be admitted to 4 year degree granting college</i>	Jr. or Sr.	<input type="checkbox"/>
7700:295 Direct Exp. in Hospitals	Permission	<input type="checkbox"/>
7700:484 Hospital Children & Family	7400:265	<input type="checkbox"/>
7600:438 Health Communication <i>Must be admitted to 4 year degree granting college</i>		<input type="checkbox"/>
7750:456 Social Work Health Services	7750:401	<input type="checkbox"/>
8200:100 Introduction to Nursing		<input type="checkbox"/>