



**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, enterpriser 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>Professional Selling (660103C)</b>		
<b>15 Credits – All courses 3 credit hours</b>		
	<b>PRE-REQ</b>	<b>DONE</b>
☼ = Must be admitted to 4 year degree granting college		
<b>Required Courses: 9 credits</b>		
6600:205 Marketing Principles	24 credits	<input type="checkbox"/>
6600:275 Professional Selling	25 credits	<input type="checkbox"/>
6600:478 Advanced Professional Selling ☼	6600:275	<input type="checkbox"/>
<b>Electives: 6 credits. Select 2 courses from the following</b>		
6100:101 Business Issues in a Connected World		<input type="checkbox"/>
6600:355 Buyer Behavior	6600:205	<input type="checkbox"/>
6600:480 Sales Management ☼	6600:205	<input type="checkbox"/>
6600:475 Business Negotiations ☼	25 credits and 6600:275	<input type="checkbox"/>
3300:390 Professional Writing I	3300:112	<input type="checkbox"/>
3460:101 Essentials of Computer Science		<input type="checkbox"/>
3600:362 Business Ethics		<input type="checkbox"/>
3750:380 Industrial/ Organizational Psychology (4 crs)	3750:100	<input type="checkbox"/>
3750:443 Human Resource Management (4 credits)	3750:100 and 3750:380	<input type="checkbox"/>
4100:400 Engineering Management and Leadership		<input type="checkbox"/>
7600:345 Business & Professional Speaking	7600:105 or 7600:106; 7600:245	<input type="checkbox"/>
7600:227 Non-Verbal Communication		<input type="checkbox"/>
7600:245 Argumentation		<input type="checkbox"/>
7400:139 The Fashion & Furnishings Industries		<input type="checkbox"/>
3250:100 Introduction to Economics		<input type="checkbox"/>