



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.

**Professional Selling Certificate for Engineering Majors
(660111C)**

9 Credits – All courses 3 credit hours

	PRE-REQ	DONE
☼ = Must be admitted to 4 year degree granting college		
Required Courses: 6 credits		
6600:275 Professional Selling	25 credits	<input type="checkbox"/>
6600:478 Advanced Professional Selling ☼	6600:275	<input type="checkbox"/>
Electives: 3 credits. Select 2 courses from the following		
6600:475 Business Negotiations ☼	6600:275, 25 credits	<input type="checkbox"/>
4100:400 Engineering Management & Leadership		<input type="checkbox"/>
4300:471 Construction Administration	Senior standing	<input type="checkbox"/>
4200:110, 210 and 310 Project Management and Teamwork I, II and III	See indiv course	<input type="checkbox"/>

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.