



University of Wisconsin  
**Whitewater**

College of Business and Economics

## **Sales Leadership Development CERTIFICATE REQUIREMENTS**

### **Required Courses (6 credits):**

<b>Course No.</b>	<b>Course Name</b>	<b>Prerequisites</b>
_____ MARKETNG 312	Principles of Selling	COREG: MARKETNG 311
_____ MARKETNG 460	Entrepreneurial and Advanced Sales Techniques	MARKETNG 311 & 312

### **Select TWO Courses from the following list:**

_____ MARKETNG 320	Human Resources Management	MARKETNG 311
_____ MARKETNG 355	Negotiation Strategies	MARKETNG 311
_____ MARKETNG 369	Leadership in Management	MANAGEMENT 301

**Total Units: 12**