



Sales Leadership Development CERTIFICATE REQUIREMENTS

Required Courses (6 credits):

Course No.	Course Name	Prerequisites
_____ 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