



Sales Leadership Development Certificate - 12 units

(Available to Business Majors & Non-Business Majors)

Restrictions:

1. A maximum of two (2) transfer courses are allowed. No more than 50% of the certificate may be fulfilled using transfer courses.
2. In order to graduate with a sales leadership development certificate, a 2.00 GPA is required in the certificate.
3. Business majors must have a minimum GPA of 2.50 in the following areas: major requirements, combined transfer, and UW-Whitewater GPA, and in all subjects offered by the College of Business & Economics.
4. Non-business majors must have at least 60 credits earned and a cumulative GPA of 2.00.

Required Courses (6 units)

Course No.	Course Name	Prerequisites
_____ MARKETNG 212	Principles of Selling	<i>Minimum Sophomore standing.</i>
_____ MARKETNG 460	Advanced Sales	<i>MARKETNG 211 & MARKETNG 212</i>

Select (6 units) from the following:

Course No.	Course Name	Prerequisites
_____ MANGEMNT 220	Human Resource Management	<i>Minimum Sophomore standing & 2.00 cumulative GPA (UNREQ: MANGEMNT 220 & POLISCI 421)</i>
_____ MANGEMNT 355	Negotiation Strategies	<i>Minimum Junior standing.</i>
_____ MANGEMNT 369	Leadership in Management	<i>MANGEMNT 301</i>