

HEALTH CARE SELLING, CERTIFICATE

Certificate in Health Care Selling (660108C)

The **15-credit** Certificate in Health Care Selling program provides students an opportunity to develop and document an understanding of selling within the health care industry, an important industry that accounts for approximately 12 percent of U.S. economic activity. This certificate is ideally suited for students in **Allied Health Administration**, those in Exercise and Nutrition Science, Nursing, or any other allied health area. This certificate will prepare those interested in pursuing careers in selling pharmaceutical, medical supplies and home health care equipment, or those interested in pursuing administrative roles in which they would be selling other health care products and services.

College of Business Undergraduate Programs

<http://www.uakron.edu/business/advising> (<http://www.uakron.edu/business/advising/>)
(330) 972-7042

Email: Business Advising (businessadvising@uakron.edu)

College of Business room 260

The following information has official approval of **The Department of Marketing** and **The College of Business**, but is intended only as a guide. Completion of this certificate is contingent upon many factors, including but not limited to: class availability, total number of required credits, work schedule, finances, family, course drops/withdrawals, successfully passing courses, prerequisites, among others.

College of Business Policies for Certificates:

- Complete all certificate requirements prior to graduation.
- Earn a 2.0 GPA in all certificate coursework.
- Maintain a cumulative 2.0 GPA in all undergraduate coursework.
- Complete all prerequisites 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 College of Business.
- Declare the certificate in the Business Undergraduate Advising Office, College of Business room 260.

Summary

Code	Title	Hours
Required Courses		9
Electives		6
Total Hours		15

Required Courses

Code	Title	Hours
SALES 275	Professional Selling	3
SALES 478	Advanced Professional Selling ¹	3

SALES 475	Business Negotiations	3
Total Hours		9

¹ Must be admitted to 4 year degree granting major.

Electives

Code	Title	Hours
Select two of the following:		6
BAHA 120	Medical Terminology	
BAHA 221	Study of Disease Processes	
ANAT 206	Applied Human Anatomy & Physiology I	
or BIOL 200	Human Anatomy & Physiology I	
ANAT 207	Applied Human Anatomy & Physiology II	
or BIOL 202	Human Anatomy & Physiology II	
Total Hours		6