

PROFESSIONAL SELLING FOR ENGINEERING MAJORS, CERTIFICATE

Certificate in Professional Selling for Engineering Majors (660111C)

This **12-credit Certificate** in Professional Selling for Engineering majors provides students an opportunity to develop and document an understanding of professional selling skills. The course work will provide additional development of selling and negotiation skills allowing for enhanced opportunities for career advancement. The **combination of technical knowledge and selling skills** is highly sought after by some of the top national and international firms, providing unique opportunities for employment.

Requirements for Admission

Admission to an Engineering major within the College of Engineering and Polymer Science

College of Business Undergraduate Programs

<http://www.uakron.edu/business/advising> (<http://www.uakron.edu/business/advising/>)

(330) 972-7042

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.

To be granted this certificate, the student must take at least 6 credit hours of 6600 courses in addition to the requirements for any other major, minor, or certificate that has been earned.

Summary

| Code | Title | Hours |
|--------------------|-------|-----------|
| Required Courses | | 9 |
| Electives | | 3 |
| Total Hours | | 12 |

Required Courses

| Code | Title | Hours |
|--------------------|--|----------|
| SALES 275 | Professional Selling | 3 |
| SALES 475 | Business Negotiations ¹ | 3 |
| SALES 478 | Advanced Professional Selling ¹ | 3 |
| Total Hours | | 9 |

¹ Must be admitted to 4 year degree granting major.

Electives

| Code | Title | Hours |
|-------------------------------------|--|----------|
| Select one of the following: | | 3 |
| CIVE 471 | Construction Administration | |
| CHEE 110 & CHEE 210 & CHEE 310 | Project Management and Teamwork I and Project Management and Teamwork II and Project Management and Teamwork III | |
| BMEN 291 & BMEN 292 & BMEN 391 | Biomedical Engineering Design Principles I and Biomedical Engineering Design Principles II and Biomedical Engineering Regulatory Process | |
| BMEN 325 | Design of Medical Devices | |
| BMEN 430 | Design of Medical Imaging Systems | |
| MECE 460 | Concepts of Design | |
| COET 468 | Construction Management | |
| ELEN 341 | Introduction to Communication Systems | |
| Total Hours | | 3 |