WEB-VERSION/ TENTATIVE DEGREE REQUIREMENTS
Official course requirements based upon semester admitted into the CBA and/or term certificate declared.
Official requirements listed in Degree Progress Report (DPR).

You will earn a degree from a globally recognized business school where the programs are taught by an accomplished and dedicated faculty and are supported by a network of business executives. You can major in a wide variety of interesting disciplines that are attractive to prospective employers. As a graduate, you will have leadership and collaboration competencies and be a data savvy, globally aware, enterprise thinker.

University of Akron Policies for Certificates:
- Complete all certificate requirements prior to graduation.
- Earn a 2.0 GPA in all certificate coursework.
- Complete all pre-requisites 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 CBA.
- Declare the certificate in the Business Undergraduate Advising Office, CBA room 260.

This Graduation Planning Summary (GPS) is based on the term you declare your certificate & expires in 5 years. Requirements can be subject to change. Students should meet with an academic advisor and check DPR to review academic progress and determine course sequencing each semester. Please see the CBA advising website for specific Admission criteria for the College of Business.

Graduation Planning Summary (GPS)
Certificate in Health Care Selling (660108C)
Fall 2018 – Summer 2019

Health Care Selling (660108C)
15 Credits – All courses 3 credit hours

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
<th>Pre-Reqs</th>
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<tbody>
<tr>
<td>6600:275</td>
<td>Professional Selling</td>
<td>25</td>
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<tr>
<td>6600:278</td>
<td>Advanced Professional Selling</td>
<td>6600:275</td>
<td></td>
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Electives: 9 credits. Select 3 courses from the following:

- 1880:310 Medicine & Humanities
- 2740:120 Medical Terminology
- 2740:121 Study of Disease Processes
- 2740:230 Basic Pharmacology
- 2780:106 Anatomy & Physiology or
  3100:200 Human Anatomy & Physiology I
- 2780:107 Anatomy & Physiology II or
  3100:202 Human Anatomy & Physiology II
- 3100:265 Introductory Human Physiology
- 3150:100 Chemistry and Society
- 3230:457 Medical Anthropology
- 3600:361 Biomedical Ethics
- 3850:342 Sociology of Health & Illness
- 5550:150 Concepts in Health & Fitness
- 5570:101 Personal Health (2 credit hours)
- 6500:480 Intro to Health Care Management
- 7700:295 Direct Exp. in Hospitals
- 7700:484 Hospital Children & Family
- 7600:438 Health Communication
- 7750:456 Social Work Health Services
- 8200:100 Introduction to Nursing