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 DARS 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.

**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.

**Graduation Planning Summary (GPS)**

**Certificate in Professional Selling for Engineering Majors (660111C)**

**Fall 2015 – Summer 2016**

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.

**WEB-VERSION ONLY**

Official course requirements based upon semester admitted into the CBA and/or term minor declared.

**Professional Selling Certificate for Engineering Majors (660111C)**

9 Credits – All courses 3 credit hours

<table>
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<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
<th>Pre-Reqs</th>
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<tr>
<td>6600:275</td>
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<td>6600:478</td>
<td>Advanced Professional Selling</td>
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**Electives:** 3 credits. Select 2 courses from the following

- 6600:475 Business Negotiations
- 4100:400 Engineering Management & Leadership
- 4300:471 Construction Administration
- 4200:110, 210 and 310 Project Management and Teamwork I, II and III

See indiv course

**Undergraduate Advising and Professional Development**

[http://www.uakron.edu/cba/uadvising](http://www.uakron.edu/cba/uadvising) * (330) 972-7042 * CBA 260