

SALES MANAGEMENT UNDERGRADUATE ACADEMIC CERTIFICATE

All required coursework must be completed with a grade of C or better (O-10-a (<https://catalog.uidaho.edu/general-requirements-academic-procedures/o-miscellaneous/>)).

Code	Title	Hours
BUS 3030	Business Negotiations	3
MKTG 3210	Marketing	3
MKTG 4220	Sales Management	3
MKTG 4320	Advanced Sales Management	3
Total Hours		12

Courses to total 12 credits for this certificate

1. Students completing the Sales Management Certificate will demonstrate an understanding of relevant theories as they apply to the field of business negotiations and bargaining.
2. Students completing the Sales Management Certificate will develop skills in designing and executing sales management programs.