

# SALES LEADERSHIP DEVELOPMENT CERTIFICATE REQUIREMENTS

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Code	Title	Units
<b>Certificate Requirements - 12 units</b> <sup>1</sup>		
MARKETNG 212	PRINCIPLES OF SELLING	3
MARKETNG 460	ADVANCED SALES	3
<b>Select 6 units:</b>		<b>6</b>
MANGEMNT 220	HUMAN RESOURCE MANAGEMENT	
MANGEMNT 355	NEGOTIATION STRATEGIES	
MANGEMNT 369	LEADERSHIP IN MANAGEMENT	
<b>Total Units</b>		<b>12</b>

<sup>1</sup> Minimum 2.00 GPA in the certificate required for graduation. Maximum of 2 transfer courses allowed; no more than 50% of the certificate may be fulfilled using transfer courses.