CALIFORNIA STATE UNIVERSITY, CHICO  
COLLEGE OF BUSINESS  
CERTIFICATE IN PROFESSIONAL SALES (21 units)

Be sure to see your Business Advisor in Glenn 321 for course scheduling assistance!

1 GPA REQUIREMENTS:
   1. **Sales Certificate Classes**: minimum 2.5 GPA with no less than a “C” grade in any sales course
   2. **Cumulative**: minimum cumulative GPA of 2.75 upon graduation

2 CERTIFICATE COURSEWORK:

**FOUNDATION COURSE – 1 course (3 units) required:**

<table>
<thead>
<tr>
<th>Course</th>
<th>Units</th>
<th>Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 201</td>
<td>3</td>
<td></td>
</tr>
</tbody>
</table>

**CORE COURSES – 5 courses (15 units) required:**

<table>
<thead>
<tr>
<th>Course</th>
<th>Units</th>
<th>Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG 305</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>MKTG 371</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>MKTG 470</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>MKTG 473</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>MKTG 483</td>
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</tbody>
</table>

**ELECTIVES – 1 course (3 units) selected from:**

<table>
<thead>
<tr>
<th>Course</th>
<th>Units</th>
<th>Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINA 456</td>
<td>3</td>
<td></td>
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<tr>
<td>MGMT 345</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>MGMT 441</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>MGMT 447</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>MGMT 444</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>MINS 235</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>MKTG 389</td>
<td>3</td>
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</tbody>
</table>

**NOTE:** Upper division courses related to professional sales that are offered by other academic departments (e.g. CMST 354, Persuasion; PSYC 395, Social Psychology; REAL 301, Principles of Real Estate; RECR 471, Customer Service/Sales Recreation Operations) may also be taken but require prior approval by the chair of the Dept. of Finance & Marketing or the Director of the Seufferlein Sales Program.

3 ADDITIONAL REQUIREMENTS:

<table>
<thead>
<tr>
<th>REQUIREMENT</th>
<th>COMPLETED</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Two Faculty Recommendation Forms</strong> – available online at <a href="http://bit.ly/FacRecForm">http://bit.ly/FacRecForm</a> Due one month prior to graduation date.</td>
<td></td>
</tr>
</tbody>
</table>

Revised: 8/16/16