

**SALES COMPETENCY PROGRAM**  
California State University, Chico  
College of Business – Department of Finance & Marketing

**APPLICATION  
FORM**

**APPLICANT INFORMATION:**

FULL NAME:

DATE:

PERMANENT ADDRESS:  
(include city, state & zip)

STUDENT ID#:

CELL  
PHONE:

CHICO STATE EMAIL:

MAJOR:

MINOR:

GENDER (OPTIONAL):

EXPECTED  
GRADUATION DATE:

ETHNICITY (OPTIONAL):  American Indian/Alaska Native  Asian  Black/African American  Hispanic/Latinx  White  Prefer not to state  Two or more (please check those that apply)

**CERTIFICATION OPPORTUNITIES:**

PROFESSIONAL SALES TRACK
<p>To earn your <b>Professional Sales Certificate</b> from the Seufferlein Sales Program, you must complete the following:</p> <ol style="list-style-type: none"> <li>1. Plan Change Form</li> <li>2. 21 units of certificate coursework</li> <li>3. Meet the GPA/grade requirements:               <ol style="list-style-type: none"> <li>a) 2.75 cumulative</li> <li>b) 2.5 in sales cert. classes</li> <li>c) No less than a "C" grade in sales courses</li> </ol> </li> <li>4. Attend 3 Skill-Building workshops:               <ol style="list-style-type: none"> <li>a) Samurai Wisdom</li> <li>b) High Performance Habits</li> <li>c) Emotional and Cultural Intelligence</li> </ol> </li> </ol>

PROFESSIONAL LEADERSHIP TRACK		
<p>To earn your <b>Certificate in Analytical or Communicative Leadership</b> from the Wildcat Leadership Institute, you must complete the following:</p> <p style="text-align: center;"><b><u>CORE REQUIREMENTS (required for either certificate)</u></b></p> <ol style="list-style-type: none"> <li>1. Attend 2 Networking Events</li> <li>2. Attend 3 Skill-Building Workshops:           <ol style="list-style-type: none"> <li>a) Samurai Wisdom b) High Performance Habits c) Emotional and Cultural Intelligence</li> </ol> </li> <li>3. Attend 2 Development Events</li> <li>4. Submit your resume with a 3-paragraph reflective essay</li> </ol> <table style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top;"> <p><b><u>ANALYTICAL LEADERSHIP</u></b> Complete all Core Requirements &amp;:</p> <ol style="list-style-type: none"> <li>5. Attend "How to Excel-Part I &amp; II" workshops</li> </ol> </td> <td style="width: 50%; vertical-align: top;"> <p><b><u>COMMUNICATIVE LEADERSHIP</u></b> Complete all Core Requirements &amp;:</p> <ol style="list-style-type: none"> <li>5. Attend the "Powerful Presentations" workshop</li> </ol> </td> </tr> </table>	<p><b><u>ANALYTICAL LEADERSHIP</u></b> Complete all Core Requirements &amp;:</p> <ol style="list-style-type: none"> <li>5. Attend "How to Excel-Part I &amp; II" workshops</li> </ol>	<p><b><u>COMMUNICATIVE LEADERSHIP</u></b> Complete all Core Requirements &amp;:</p> <ol style="list-style-type: none"> <li>5. Attend the "Powerful Presentations" workshop</li> </ol>
<p><b><u>ANALYTICAL LEADERSHIP</u></b> Complete all Core Requirements &amp;:</p> <ol style="list-style-type: none"> <li>5. Attend "How to Excel-Part I &amp; II" workshops</li> </ol>	<p><b><u>COMMUNICATIVE LEADERSHIP</u></b> Complete all Core Requirements &amp;:</p> <ol style="list-style-type: none"> <li>5. Attend the "Powerful Presentations" workshop</li> </ol>	

**STUDENT ACKNOWLEDGEMENT:**

- I am applying for the following certificate(s): *please select all that apply*  
 PROFESSIONAL SALES       ANALYTICAL LEADERSHIP       COMMUNICATIVE LEADERSHIP
- I acknowledge that I understand the certification opportunities offered through the Seufferlein Sales Program and am committing to fulfill the requirements for the certificate(s) indicated above.
- The Seufferlein Sales Program has permission to share my phone number & email with companies seeking qualified students for internships and/or employment opportunities.       YES       NO

**PROGRAM COMPLETION:**

- I acknowledge that I am required to complete an **Exit Application** in order to be eligible to receive the certificates for which I am applying.

**Student Signature:** \_\_\_\_\_