

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:

CURRENT GPA: EXPECTED GRADUATION DATE:

CERTIFICATION OPPORTUNITIES:

PROFESSIONAL SALES TRACK
<p>To earn your Professional Sales Certificate from the Seufferlein Sales Program, you must complete the following:</p> <ol style="list-style-type: none"> Plan Change Form 21 units of certificate coursework Meet the GPA/grade requirements: <ol style="list-style-type: none"> 2.75 cumulative 2.5 in sales cert. classes No less than a "C" grade in sales courses Attend 2 Skill-Building workshops: <ol style="list-style-type: none"> Sales 101 Got GRIT

PROFESSIONAL LEADERSHIP TRACK		
<p>To earn your Certificate in Analytical or Communicative Leadership from the Wildcat Leadership Institute, you must complete the following:</p> <p>CORE REQUIREMENTS (required for either certificate)</p> <ol style="list-style-type: none"> Attend 2 Networking Events Attend 2 Skill-Building Workshops: <ol style="list-style-type: none"> Sales 101 and b) Got GRIT Attend 2 Development Events Submit your resume with a 3-paragraph reflective essay <table> <tr> <td> <p>ANALYTICAL LEADERSHIP Complete all Core Requirements &:</p> <ol style="list-style-type: none"> Attend "How to Excel-Part I & II" workshops </td> <td> <p>COMMUNICATIVE LEADERSHIP Complete all Core Requirements &:</p> <ol style="list-style-type: none"> Attend "Powerful Presentations-Part I & II" workshops </td> </tr> </table>	<p>ANALYTICAL LEADERSHIP Complete all Core Requirements &:</p> <ol style="list-style-type: none"> Attend "How to Excel-Part I & II" workshops 	<p>COMMUNICATIVE LEADERSHIP Complete all Core Requirements &:</p> <ol style="list-style-type: none"> Attend "Powerful Presentations-Part I & II" workshops
<p>ANALYTICAL LEADERSHIP Complete all Core Requirements &:</p> <ol style="list-style-type: none"> Attend "How to Excel-Part I & II" workshops 	<p>COMMUNICATIVE LEADERSHIP Complete all Core Requirements &:</p> <ol style="list-style-type: none"> Attend "Powerful Presentations-Part I & II" workshops 	

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: _____