

MICRO-CREDENTIAL IN PROFESSIONAL SELLING

The requirement for admission to a College of Business and Technology Graduate Micro-credential program is a bachelor's degree with a minimum GPA of 2.50.

| Code | Title | Hours |
|-------------|--|-------|
| MBA 600 | Foundations of Business, Part 1 | 2 |
| MBA 603 | MBA Essentials | 1 |
| MK 620 | Sales Techniques for New Business Development | 3 |
| MK 625 | Sales Management Strategies for New Business Development | 3 |
| MK 663 | Key Account Management | 3 |
| Total Hours | | 12 |