

Program at a Glance
Commerce/Industry Sales and Marketing
Certificate Program
(subject to change)

Term 1: 15 weeks		Pre-Requisites	Hours/ Week	Credit Units
ADMN-1010	Introduction to Canadian Business		3	3
COMM-1215	Sales Communications		3	3
COMP-1255	Business Applications		6	6
MRKT-1017	Marketing Foundations		6	6
SALE-1010	Basic Sales		6	6
TOTAL			24	24
Term 2: 15 weeks		Pre-Requisites	Hours/ Week	Credit Units
COMM-2215	Advanced Sales Communications	COMM-1215	3	3
FNCE-1013	Business Environments		3	3
MGMT-1083	Sales Management & Administration	MRKT-1017	6	6
COMM-2055	Client Relationships	COMM-1173 Or COMM-1215	3	3
PDEV-1055	Professional Development 1		3	3
SALE-1016	Advanced Sales	SALE-1016	6	6
TOTAL			24	24

(Revised September 2024)