

Commerce/Industry Sales & Marketing

At a Glance

(New Fall 2020)

1 Year Certificate Program

(subject to change)

Term 1: 15 weeks		Pre-Requisites	Hours/ Week	Credit Units
ADMN-1009	Business Essentials		3	3
COMM-1215	Sales Communications		3	3
COMP-1255	Business Applications		6	6
MRKT-1037	Marketing Essentials		3	3
PDEV-1055	Professional Development 1		3	3
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-1037	6	6
MRKT-2037	Marketing Strategy	MRKT-1037	3	3
PDEV-2055	Professional Development 2	PDEV-1055	3	3
SALE-1016	Advanced Sales	SALE-1016	6	6
TOTAL			24	24

(Revised June 2020)