



Professional Sales Certificate

A CERTIFICATE PROGRAM provides an opportunity for students with no previous college experience, for students who already hold a baccalaureate degree from an accredited college or university, and/or for learners who are working on an associate or baccalaureate degree to undertake a highly focused program of study intended to meet specific licensing/endorsement requirements or to develop specific skills, understandings, and attitudes that have direct application in the workplace. Students enrolled in these programs are required to take no fewer than 6 semester credits at Grand View University. Students may earn a certificate in another field/area of study other than their major or minor.

Requirements for the Certificate: 18 credits

*The Professional Sales Certificate is offered as part of a consortium of independent colleges and universities. Some courses will be available only in an online format with another university.

Required Courses:

BSAD-235	Relationship-Driven Professional Selling	3
BSAD-245	Negotiation in Business and Sales	3
BSAD 315	Marketing	3
BSAD 351	Consumer Behavior	3
BSAD 435	Sales Leadership	3
BSAD-445	Advanced Relationship-Driven Professional Selling	3

This information must be used in conjunction with the 2021-2022 Grand View University Catalog and does not reflect a student's official record of progress. Students are expected to use the Progress tool found on myView > GV Self Service when monitoring and planning coursework. Other available resources include: Course Planning Documents (found on myView under Academics) and the faculty and staff who work with academic requirements.