

Robert J. Trulaske, Sr. College of Business

Application for Certificate in Sales and Customer Development

First Name:	Last Name:
Student Number:	Phone Number:
Email:	Expected Graduation Date:
College:	Major:
Today's Date:	Catalog Year:

Be sure that you qualify for the Certificate in Sales and Customer Development

* The Certificate in Sales and Customer Development is available to undergraduate students from any degree program offered at the University of Missouri.

* A student must complete **12 hours of coursework and a minimum 1 hour of internship credit**. The *Certificate* is awarded in the semester a student graduates once grades are finalized. It will be reflected on the official transcript.

*For the purpose of this *Certificate*, a student can transfer in credit from another institution **only** for **MRKTNG 3000**, which is a pre-requisite for all other marketing classes as well as the Sales Certificate courses. However, students may enroll in **MRKTNG 3000** concurrently (can be a co-requisite) with **MRKTNG 3410**.

*To earn the Certificate, a student **starting college before Fall 2017 must have an average overall 3.00 GPA** in the required courses listed below. For students starting **on or after Fall 2017 must have an average overall 3.20 GPA**. Students must also satisfactorily complete an **approved internship** that performs **Business-to-Business sales**.

Students Starting College BEFORE Fall 2017		Students Starting College ON or AFTER Fall 2017	
*REQUIRED COURSES (9 hours)	Semester & Year Completed	*REQUIRED COURSES (9 hours)	Semester & Year Completed
MRKTNG 3000 Principles of Marketing*		MRKTNG 3410 Personal Selling*	
MRKTNG 3410/4410 Personal Selling*		MRKTNG 4420 Sales Management*	
MRKTNG 4420 Sales Management*		MRKTNG 4430 Advanced Professional Selling*	

ELECTIVE (Choose ONE): (3 hours)		ELECTIVE (Choose ONE): (3hours)	
MRKTNG 4220 Consumer Behavior		MRKTNG 4220 Consumer Behavior	
MRKTNG 4250 Retail Marketing		MRKTNG 4250 Retail Marketing	
MRKTNG 4440 Services Marketing		MRKTNG 4440 Services Marketing	
MRKTNG 4550 Integrated Marketing Communications		MRKTNG 4550 Integrated Marketing Communications	

INTERNSHIP COURSE: How do you intend to satisfy?	INTERNSHIP COURSE: How do you intend to satisfy?
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Name of company (if known): _____

*Please come by 402 Cornell Hall to fill out an application or please email at salescertificate@missouri.edu