SALES AND SERVICE EXCELLENCE, UCRT

Requirements for Students Matriculating in or before Academic Year 2024-2025. Learn more about University Academic Regulation 3.1 (http://catalog.okstate.edu/university-academic-regulations/#matriculation).

For details and latest information on this program, please contact Professor Whitney Roman, Spears School of Business, whitney.roman@okstate.edu.

Total Hours: 18

<table>
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<tr>
<th>Code</th>
<th>Title</th>
<th>Hours</th>
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<tr>
<td>MGMT 3013</td>
<td>Fundamentals of Management (S)</td>
<td>3</td>
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<td>MKTG 3213</td>
<td>Marketing (S)</td>
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<td>MKTG 3473</td>
<td>Professional Selling</td>
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<tr>
<td>MKTG 4473</td>
<td>Advanced Professional Selling</td>
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<td>MKTG 4513</td>
<td>Sales Management</td>
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<tr>
<td>MKTG 4773</td>
<td>Services Marketing</td>
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<tr>
<td>or MKTG 3873</td>
<td>Marketing or International Business Internship</td>
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Total Hours 18

Other Requirements
- A minimum of 50 percent of the business hours required for the certificate must be OSU delivered in residence or OSU online courses.