

Program Details : Certificate in Professional Sales

Provider Name :	Central Michigan University
Date of Last Update :	1/6/2021 2:52:00 PM
Provider Primary Area :	Isabella County
Program Locations :	Detroit Campus,Grand Rapids Campus,Southfield Campus,Traverse City Campus,Troy Campus,Mt. Pleasant Campus,Online
Provider URL :	https://www.cmich.edu/Global/Pages/default.aspx
Program Description :	This course will provide you with the sales skills necessary to work in a sales career. With real-life work role-plays, extensive instruction in consultative and communication-building skills, interview, resume and personal branding tools, you will be equipped to work in a sales career that aligns with your strengths. Upon completion of the course, you will be eligible to receive two (2) American Council on Education (ACE) approved credits along with a Professional Sales Certification.
Contact Name :	New Student Services Call Center
Contact Phone Number :	8772684636
Program URL :	https://www.cmich.edu/global/programs/profdev/Pages/default.aspx
Program Prerequisites :	None
Admission Requirements :	In order to take this course, you will need access to internet and you will need an email address.
Program Duration (Clock / Contact Hours Per Week) :	4
Program Duration (Weeks) :	7
Credential Earned :	Industry-Recognized Certificate or Certification
Name of Associated Credential :	Professional Sales Certification
Issuer of Associated Credential :	Virtanza

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Program Format :	In-person : No Online, E-learning, or Distance Learning : Yes Hybrid or Blended Program : No
Associated Occupation 1 :	41-9099.00 - Sales and Related Workers, All Other
Associated Occupation 2 :	41-3011.00 - Advertising Sales Agents
Associated Occupation 3 :	41-4011.00 - Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products
License Fee for Employment :	Yes
Estimated Waiting Period to Enter Program :	0 Day
Program Cost :	\$3,690.00
Cost of Books and Supplies :	No
Sources of Financial Assistance Accepted :	Individual Training Accounts, private loan, self-pay
Internship/Externship Amount :	No
New Program :	No
Number of Graduates in the last year :	0
Employment Rate - 2nd quarter after exit :	Not Available
Quarterly Median Earnings :	**
Employment Rate - 4th quarter after exit :	Not Available
Credential Attainment Rate :	Not Available