

Certificate

Professional Selling and Sales Management

Learn effective, appropriate, and up-to-date sales practices so that you can approach sales with confidence. This certificate is for both current and prospective sales professionals.

Total Units: 24

The Professional Selling and Sales Management program consists of six required courses and a required Business Ethics seminar. Students must take all courses for letter grade and pass with a program GPA of 2.50 or better.

Completion time: 2 quarters (full-time) or 1-1.5 years (part-time)

Locations:

Westwood
Online

Start any quarter!

Required

24 Units | 6 Courses, 1 Seminar

Typically Offered*

COURSE NAME & NUMBER	UNITS	FALL	WINTER	SPRING	SUMMER
Principles of Professional Selling MGMT X 460.16	4.0	Online	Classroom	Online	Classroom
Customer Relationship Management MGMT X 460.86	4.0	Classroom	Online	Classroom	
New Business Development and Pitching the Perfect Presentation MGMT X 460.494	4.0		Classroom		Online
Customer Research, Prospecting, and Planning MGMT X 460.55	4.0	Online		Classroom	
Strategic Sales Planning MGMT X 460.54	4.0	Classroom		Online	
Sales Management Strategies and Techniques MGMT X 460.45	4.0		Online		Classroom
Business Ethics MGMT 891.02	---	Classroom Online	Classroom Online	Classroom Online	Classroom Online

Please Note:

An application form and nonrefundable fee are required to establish candidacy in this program. The application & candidacy fee establishes your candidacy in the program for a period of time covering normal progress toward completion, and may allow you to access a variety of program benefits. [Apply Now](#).

*Courses in this program are typically offered during the quarters and format(s) outlined above. Scheduling is subject to change at any time by UCLA Extension.

Please visit our website for all current course offerings.

Contact Us

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