

THE UNIVERSITY OF SOUTHERN MISSISSIPPI

EARN AN UNDERGRADUATE
CERTIFICATE IN
**PROFESSIONAL
SELLING**



To meet the increasing demand for specifically educated professional sales personnel, the School of Marketing offers an **undergraduate certificate in Professional Selling**. This certificate is designed to enhance the essential knowledge and skills one must possess to manage sales and customer relationships successfully.



UNDERGRADUATE CERTIFICATE IN PROFESSIONAL SELLING

COURSEWORK

To complete this certificate program, you must take the following courses:

- Professional Selling
- Advanced Professional Selling
- Sales Management
- Relevant Elective

12 hours total

REQUIREMENTS

- Completion of four, three-credit-hour courses required for certificate
- Must maintain a 2.5 GPA or better in certificate courses

This certificate is open to all majors and members of the business community that have an interest in developing their selling skills.



FOUNDED IN 1910, **THE UNIVERSITY OF SOUTHERN MISSISSIPPI**

is a comprehensive doctoral and research-driven university with a proud history and an eye on the future. A dual-campus university, Southern Miss serves students on campuses in Hattiesburg and Long Beach, in addition to five teaching and research sites in Mississippi and through Online at Southern Miss.

Here, we afford our students meaningful research opportunities, and as a proven leader in innovation, we conduct transformative research that translates into real-world solutions. Not only is Southern Miss a haven for the arts, but the university maintains a tradition of success in both academics and athletics. In the classroom or lab, on the playing field, or in the performance hall, we strive to have a positive impact not only on our students, but also the world around us.



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FOR MORE INFORMATION, CONTACT SCHOOL OF MARKETING

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