

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

Code	Title	Hours
MGMT 3013	Fundamentals of Management (S)	3
MKTG 3213	Marketing (S)	3
MKTG 3473	Professional Selling	3
MKTG 4473	Advanced Professional Selling	3
MKTG 4513	Sales Management	3
MKTG 4773	Services Marketing	3
or MKTG 3873	Marketing or International Business Internship	
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.