



**SALES LEADERSHIP - GRADUATE CERTIFICATE**

**2019-2020 RECOMMENDED PROGRAM SEQUENCE**

**12 CREDITS**

**Prerequisites:** BUSN 688 and MKTG 610 (taken as part of the MBA) are required prerequisite that must be completed prior to taking the following courses.

**SALLEAD GRC**

YEAR ONE					
<b>Fall Semester</b>		<b>(6 credits)</b>	<b>Winter Semester</b>		<b>(6 credits)</b>
MKTG645	Sales Leadership	3	MKTG754	Strategic Account and Territory Management	3
MKTG697	Market Intelligence Using Data Analytics	3	MKTG778	Global Sales Strategies for International Business	3

This information is subject to change and cannot be considered an agreement or contract between individual students and Davenport University. Refer to the current University catalog to confirm degree requirements.

Last Updated: mgc 11-30-2018

Finalized: mgc 11-30-2018