



Automotive Sales Certificate - Academic Planner

Certificate: 97-104-2

Campus: West Bend

Curriculum for 2014-2015

2/1/2014

✓	T/G	Course		Title	Hours/ Week			Total		Prerequisites	Typically Offered			Comments
		Subj	Num		Lec	Lab	Other	Hours	Credits		S	F	SP	
	T	104	185	Automotive Industry and Dealership Organization	3			54	3				x	
	T	104	186	Customer Relationship Management	3			54	3				x	
	T	104	187	Automotive Sales Principles and Techniques	3			54	3				x	
	T	104	188	Automotive Dealership Internship	3			162	3				x	
Total Certificate Credits									12					

T/G: T - Technical Studies course; G - General Studies course

Semester Codes: S-Summer; F-Fall; SP-Spring

Curriculum and program acceptance requirements are subject to change.

For a complete list of course descriptions for this program, please consult the College Catalog at <http://www.morainepark.edu/MPTCCatalog>.