

HEALTHCARE SALES - CERTIFICATE

This certificate is offered in the College for Women and the College for Adults.

The healthcare sales certificate allows women and men who are not seeking a college degree an opportunity to develop credentials in the field of healthcare sales.

A maximum of two of these courses may be transferred from another college or university.

NOTE: FSNU 4350 is not offered in the College for Adults (CFA). CFA students select from INDI 2220 or IPE 1030.

Curriculum

| Code | Title | Credits |
|--|--|---------|
| Required Courses | | |
| SALE 2332 | Introduction to Selling | 2 |
| SALE 3330 | Professional Sales: Customer Centered Selling | 4 |
| SALE 3432 | Customer Intelligence | 2 |
| SALE 3530 | Selling in Healthcare | 4 |
| SALE 3632 | Ethics and Integrity in Selling | 2 |
| Select one of the following: ¹ | | 2-4 |
| INDI 2220 | Medical Terminology | |
| IPE 1030 | Healthcare Teams Foundations and Medical Terminology | |
| FSNU 4350 | Medical Nutrition Therapy I | |
| Recommended | | |
| Individuals without science background are encouraged to complete anatomy/physiology or chemistry or other suggested science courses to broaden their knowledge. | | |
| Total Credits | | 16-18 |

¹ Students are advised to check prerequisites before making their selection.

Federal Gainful Employment Disclosure Requirement for Certificates

Federal regulations require that all institutions disclose certain information and statistics regarding non-degree, certificate programs.

Click on the link(s) below for the data provided by St. Kate's for this program of study.

Healthcare Sales Certificate - College for Adults (<https://www.stkate.edu/gainful-employment/healthcare-sales-caal/Gedt.html>)

Healthcare Sales Certificate - College for Women (<http://catalog.stkate.edu/undergraduate/business-professional-studies/business-administration/healthcare-sales-certificate/%20https://www.stkate.edu/gainful-employment/healthcare-sales-day/Gedt.html>)