<table>
<thead>
<tr>
<th>University</th>
<th>Specialty Area</th>
<th>Competition Required</th>
<th>Internship Required</th>
<th>Total Faculty</th>
<th>% of Job Placement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Auburn University</td>
<td></td>
<td></td>
<td></td>
<td>2</td>
<td>*</td>
</tr>
<tr>
<td>Ball State University</td>
<td></td>
<td></td>
<td></td>
<td>4</td>
<td>95</td>
</tr>
<tr>
<td>Baylor University</td>
<td></td>
<td></td>
<td></td>
<td>5</td>
<td>100</td>
</tr>
<tr>
<td>Bowling Green State University</td>
<td></td>
<td></td>
<td></td>
<td>3</td>
<td>*</td>
</tr>
<tr>
<td>Bradley University</td>
<td></td>
<td></td>
<td></td>
<td>3</td>
<td>100</td>
</tr>
<tr>
<td>Bryant University</td>
<td></td>
<td></td>
<td></td>
<td>2</td>
<td>*</td>
</tr>
<tr>
<td>California State University, Chico</td>
<td></td>
<td></td>
<td></td>
<td>7</td>
<td>90</td>
</tr>
<tr>
<td>California State University, Fullerton</td>
<td></td>
<td></td>
<td></td>
<td>5</td>
<td>90</td>
</tr>
<tr>
<td>Central Michigan University</td>
<td></td>
<td></td>
<td></td>
<td>4</td>
<td>100</td>
</tr>
<tr>
<td>Clemson University</td>
<td></td>
<td></td>
<td></td>
<td>3</td>
<td>100</td>
</tr>
<tr>
<td>College of New Jersey, The</td>
<td></td>
<td></td>
<td></td>
<td>2</td>
<td>90</td>
</tr>
<tr>
<td>Concordia University–St. Paul</td>
<td></td>
<td></td>
<td></td>
<td>11</td>
<td>85</td>
</tr>
<tr>
<td>DePaul University</td>
<td></td>
<td></td>
<td></td>
<td>9</td>
<td>90</td>
</tr>
<tr>
<td>Duquesne University</td>
<td></td>
<td></td>
<td></td>
<td>3</td>
<td>92</td>
</tr>
<tr>
<td>Elon University</td>
<td></td>
<td></td>
<td></td>
<td>4</td>
<td>100</td>
</tr>
<tr>
<td>Ferris State University</td>
<td></td>
<td></td>
<td></td>
<td>3</td>
<td>100</td>
</tr>
<tr>
<td>Florida International University</td>
<td></td>
<td></td>
<td></td>
<td>3</td>
<td>90</td>
</tr>
<tr>
<td>Florida State University</td>
<td></td>
<td></td>
<td></td>
<td>4</td>
<td>96</td>
</tr>
<tr>
<td>Georgia Southern University</td>
<td></td>
<td></td>
<td></td>
<td>4</td>
<td>100</td>
</tr>
<tr>
<td>Georgia State University</td>
<td></td>
<td></td>
<td></td>
<td>6</td>
<td>80</td>
</tr>
<tr>
<td>Illinois State University</td>
<td></td>
<td></td>
<td></td>
<td>4</td>
<td>98</td>
</tr>
<tr>
<td>Indiana State University</td>
<td></td>
<td></td>
<td></td>
<td>3</td>
<td>85</td>
</tr>
<tr>
<td>Indiana University</td>
<td></td>
<td></td>
<td></td>
<td>3</td>
<td>98</td>
</tr>
<tr>
<td>Kansas State University</td>
<td></td>
<td></td>
<td></td>
<td>4</td>
<td>88</td>
</tr>
<tr>
<td>Kennesaw State University</td>
<td></td>
<td></td>
<td></td>
<td>6</td>
<td>98</td>
</tr>
<tr>
<td>Kent State University</td>
<td></td>
<td></td>
<td></td>
<td>4</td>
<td>98</td>
</tr>
<tr>
<td>Michigan State University</td>
<td></td>
<td></td>
<td></td>
<td>6</td>
<td>100</td>
</tr>
<tr>
<td>Missouri State University</td>
<td></td>
<td></td>
<td></td>
<td>3</td>
<td>*</td>
</tr>
<tr>
<td>Nicholls State University</td>
<td></td>
<td></td>
<td></td>
<td>1</td>
<td>85</td>
</tr>
<tr>
<td>North Carolina A&amp;T State University</td>
<td></td>
<td></td>
<td></td>
<td>4</td>
<td>100</td>
</tr>
<tr>
<td>North Dakota State University</td>
<td></td>
<td></td>
<td></td>
<td>2</td>
<td>*</td>
</tr>
<tr>
<td>Northern Illinois University</td>
<td></td>
<td></td>
<td></td>
<td>6</td>
<td>100</td>
</tr>
<tr>
<td>Nova Southeastern University</td>
<td></td>
<td></td>
<td></td>
<td>8</td>
<td>*</td>
</tr>
<tr>
<td>Ohio University</td>
<td></td>
<td></td>
<td></td>
<td>5</td>
<td>98</td>
</tr>
<tr>
<td>Plymouth State University</td>
<td></td>
<td></td>
<td></td>
<td>4</td>
<td>*</td>
</tr>
<tr>
<td>Purdue University</td>
<td></td>
<td></td>
<td></td>
<td>6</td>
<td>99</td>
</tr>
<tr>
<td>Southern New Hampshire University</td>
<td></td>
<td></td>
<td></td>
<td>1</td>
<td>*</td>
</tr>
<tr>
<td>Southern University Baton Rouge</td>
<td></td>
<td></td>
<td></td>
<td>6</td>
<td>78</td>
</tr>
<tr>
<td>St. Catherine University</td>
<td></td>
<td></td>
<td></td>
<td>6</td>
<td>98</td>
</tr>
<tr>
<td>St. Cloud State University</td>
<td></td>
<td></td>
<td></td>
<td>5</td>
<td>*</td>
</tr>
<tr>
<td>Texas State University</td>
<td></td>
<td></td>
<td></td>
<td>7</td>
<td>95</td>
</tr>
<tr>
<td>Tuskegee University</td>
<td></td>
<td></td>
<td></td>
<td>6</td>
<td>85</td>
</tr>
<tr>
<td>University of Akron</td>
<td></td>
<td></td>
<td></td>
<td>5</td>
<td>100</td>
</tr>
<tr>
<td>University of Alabama</td>
<td></td>
<td></td>
<td></td>
<td>5</td>
<td>100</td>
</tr>
<tr>
<td>University of Alabama at Birmingham</td>
<td></td>
<td></td>
<td></td>
<td>7</td>
<td>80</td>
</tr>
<tr>
<td>University of Arkansas at Little Rock</td>
<td></td>
<td></td>
<td></td>
<td>2</td>
<td>82</td>
</tr>
<tr>
<td>University of Central Florida</td>
<td></td>
<td></td>
<td></td>
<td>5</td>
<td>100</td>
</tr>
<tr>
<td>University of Central Missouri</td>
<td></td>
<td></td>
<td></td>
<td>2</td>
<td>*</td>
</tr>
<tr>
<td>University of Central Oklahoma</td>
<td></td>
<td></td>
<td></td>
<td>7</td>
<td>90</td>
</tr>
<tr>
<td>University of Cincinnati</td>
<td></td>
<td></td>
<td></td>
<td>14</td>
<td>95</td>
</tr>
<tr>
<td>University of Connecticut</td>
<td></td>
<td></td>
<td></td>
<td>4</td>
<td>100</td>
</tr>
<tr>
<td>University of Dayton</td>
<td></td>
<td></td>
<td></td>
<td>5</td>
<td>92</td>
</tr>
<tr>
<td>University of Georgia</td>
<td></td>
<td></td>
<td></td>
<td>2</td>
<td>100</td>
</tr>
<tr>
<td>University of Houston</td>
<td></td>
<td></td>
<td></td>
<td>11</td>
<td>98</td>
</tr>
<tr>
<td>University of Louisville</td>
<td></td>
<td></td>
<td></td>
<td>2</td>
<td>*</td>
</tr>
<tr>
<td>University of Missouri</td>
<td></td>
<td></td>
<td></td>
<td>8</td>
<td>90</td>
</tr>
<tr>
<td>University of Nebraska at Kearney (IDSP)</td>
<td></td>
<td></td>
<td></td>
<td>4</td>
<td>100</td>
</tr>
<tr>
<td>University of Nebraska at Kearney (PBSMB)</td>
<td></td>
<td></td>
<td></td>
<td>2</td>
<td>62</td>
</tr>
<tr>
<td>University of New Hampshire</td>
<td></td>
<td></td>
<td></td>
<td>1</td>
<td>60</td>
</tr>
<tr>
<td>University of New Haven, The</td>
<td></td>
<td></td>
<td></td>
<td>3</td>
<td>100</td>
</tr>
<tr>
<td>University of North Alabama</td>
<td></td>
<td></td>
<td></td>
<td>7</td>
<td>100</td>
</tr>
<tr>
<td>University of North Carolina: Kenan–Flagler Business School</td>
<td></td>
<td></td>
<td></td>
<td>2</td>
<td>90</td>
</tr>
<tr>
<td>University of Southern Mississippi, The</td>
<td></td>
<td></td>
<td></td>
<td>2</td>
<td>*</td>
</tr>
<tr>
<td>University of Texas at Arlington</td>
<td></td>
<td></td>
<td></td>
<td>3</td>
<td>*</td>
</tr>
<tr>
<td>University of Texas at Dallas</td>
<td></td>
<td></td>
<td></td>
<td>2</td>
<td>85</td>
</tr>
<tr>
<td>University of Toledo</td>
<td></td>
<td></td>
<td></td>
<td>10</td>
<td>100</td>
</tr>
<tr>
<td>University of Washington</td>
<td></td>
<td></td>
<td></td>
<td>9</td>
<td>92</td>
</tr>
<tr>
<td>University of Wisconsin–Eau Claire</td>
<td></td>
<td></td>
<td></td>
<td>9</td>
<td>100</td>
</tr>
<tr>
<td>University of Wisconsin–Parkside</td>
<td></td>
<td></td>
<td></td>
<td>3</td>
<td>90</td>
</tr>
<tr>
<td>University of Wisconsin Oshkosh</td>
<td></td>
<td></td>
<td></td>
<td>2</td>
<td>*</td>
</tr>
<tr>
<td>University of Wisconsin–River Falls</td>
<td></td>
<td></td>
<td></td>
<td>4</td>
<td>*</td>
</tr>
<tr>
<td>Virginia Tech University</td>
<td></td>
<td></td>
<td></td>
<td>3</td>
<td>100</td>
</tr>
<tr>
<td>Washington State University</td>
<td></td>
<td></td>
<td></td>
<td>2</td>
<td>95</td>
</tr>
<tr>
<td>Weber State University</td>
<td></td>
<td></td>
<td></td>
<td>20</td>
<td>100</td>
</tr>
<tr>
<td>West Virginia University</td>
<td></td>
<td></td>
<td></td>
<td>5</td>
<td>100</td>
</tr>
<tr>
<td>Western Carolina University</td>
<td></td>
<td></td>
<td></td>
<td>5</td>
<td>*</td>
</tr>
<tr>
<td>Western Kentucky University</td>
<td></td>
<td></td>
<td></td>
<td>5</td>
<td>*</td>
</tr>
<tr>
<td>Western Michigan University</td>
<td></td>
<td></td>
<td></td>
<td>4</td>
<td>92</td>
</tr>
<tr>
<td>Widener University</td>
<td></td>
<td></td>
<td></td>
<td>1</td>
<td>90</td>
</tr>
<tr>
<td>William Paterson University</td>
<td></td>
<td></td>
<td></td>
<td>7</td>
<td>90</td>
</tr>
<tr>
<td>Winona State University</td>
<td></td>
<td></td>
<td></td>
<td>2</td>
<td>94</td>
</tr>
<tr>
<td>Xavier University of Louisiana</td>
<td></td>
<td></td>
<td></td>
<td>2</td>
<td>70</td>
</tr>
</tbody>
</table>

*Information not provided
<table>
<thead>
<tr>
<th>TOP EUROPEAN SALES SCHOOLS:</th>
<th>Graduate Program</th>
<th>Speciality Area</th>
<th>Competition</th>
<th>Part Time</th>
<th>Internship</th>
<th>Required</th>
<th>Grad. Placements</th>
<th>% Job Placement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aalen University of Applied Sciences (Germany)</td>
<td>▲ ▲ ▲</td>
<td>14</td>
<td>80</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Athens University of Economics &amp; Business (Greece)</td>
<td>▲</td>
<td>18</td>
<td>90</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dublin Institute of Technology (Ireland)</td>
<td>▲</td>
<td>3</td>
<td>60</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ESB Business School–Reutlingen University</td>
<td>▲</td>
<td>14</td>
<td>100</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Euridis–Ecole</td>
<td>▲ ▲</td>
<td>21</td>
<td>93</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FHWien–University of Applied Sciences (Austria)</td>
<td>▲ ▲</td>
<td>20</td>
<td>95</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HAAGA-HELLA University of Applied Sciences (Finland)</td>
<td>▲ ▲</td>
<td>28</td>
<td>100</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Oslo School of Management</td>
<td>▲</td>
<td>9</td>
<td>98</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Portsmouth Business School (United Kingdom)</td>
<td>▲ ▲</td>
<td>6</td>
<td>93</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>University College of Dublin</td>
<td>▲</td>
<td>7</td>
<td>100</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>University of Applied Sciences in Wiener Neustadt (Austria)</td>
<td>▲ ▲ ▲</td>
<td>31</td>
<td>97</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
THE FOLLOWING UNIVERSITY PROGRAMS PREPARE STUDENTS FOR PROFESSIONAL SELLING CAREERS. LISTED PROGRAMS REQUIRE A MINIMUM OF THREE SALES-SPECIFIC COURSES, THE OFFERING OF SALES INTERNSHIPS, AND UNIVERSITY RECOGNITION FOR INDIVIDUALS UPON PROGRAM COMPLETION. THESE SCHOOLS PROVIDED SEF WITH THE DETAILS OF THEIR PROGRAMS AND STUDENT OFFERINGS.

PROGRAMS:

### Undergraduate:
- **UCE** = Certificate
- **UCO** = Concentration
- **UJM** = Emphasis
- **UMN** = Major
- **UMJ** = Minor
- **USP** = Specialization

#### Executive:
- **EC** = Executive Certificate
- **EF** = Executive Focus
- **ET** = Executive Training

AALEN UNIVERSITY OF APPLIED SCIENCES
http://www.htw-aalen.de/studium/vul/gu
Arndt Borgmeier
arndt.borgmeier@htw-aalen.de
Beethovenstr. 1
Aalen, Germany 73434
+49 7361 576 2210

Students: 60
Start Year: 2000
Accreditation(s): GSSI, ZEVA
Program Type(s): UMJ, UMN, GF, ET
Focus Option(s): Industrial Distribution, International Business, Sales Management, Technology, Purchasing/Procurement and Engineering & Services

As a modern educational institution, Aalen University sounds out the needs of the changing region and aligns its course offerings to current scientific findings, keeps its infrastructure up to the newest state, and sets up progressive emphases. Aalen University is continuously developing its international relationships in business and technology. Students are encouraged to complete internships or study semesters abroad. Cooperative agreements exist with seventy-two partner universities and enterprises all over the world.

ATHENS UNIVERSITY
www.executivement.aueb.gr
George Avlonitis
avlonitis@aeub.gr
Evelpidon 47 & Leykados 33, Office 706
Athens, Greece 11362
+302108203665

Students: 25
Start Year: 2003
Accreditation(s): GSSI
Program Type(s): UCE, EC
Focus Option(s): Communication/Broadcast, Industrial Distribution, Technologies

The concentration requires four sales courses. The certificate, in partnership with the Greek Sales Institute, is open to students/practitioners.

AUBURN UNIVERSITY
http://business.auburn.edu/academics/undergraduate/marketing
Avery Abernethy
abernav@auburn.edu
415 West Magnolia Avenue
201 Lowder Business Building
Auburn, AL 36849-5246
334-844-8544

Students: 100
Start Year: 2013
Accreditation(s): AACSB
Program Type(s): UCO, ET

This exciting new program offers exposure to training in real property sales or supply chain sales.

BAYLOR UNIVERSITY
www.baylor.edu/business/salescenter
Dr. Andrea L. Dixon, Executive Director
andrea_dixon@baylor.edu
Center for Professional Selling
Marketing Department
Hankamer School of Business
One Bear Place #98007
Waco, TX 76798
254-710-1986

Students: 385
Start Year: 1985
Accreditation(s): AACSB, GSSI, USCA full member, PSE
Program Type(s): UEM, UMN, GF, ET

Through a structured sequence of focused coursework, extensive role play assignments, personalized feedback, self-evaluation and review, and actual sales experience, graduates of the program develop the skills and experiences necessary for success in today's demanding sales environment. The faculty provides multiple role plays, along with extensive feedback and analysis of role plays in order to build sales skills.

BOWLING GREEN UNIVERSITY
www.bgsu.edu
Christine Seiler
cseiler@bgsu.edu
248 Business Administration
Bowling Green State University
Bowling Green, OH 43403
419-372-7269

Students: 70
Start Year: 2002
Accreditation(s): AACSB
Program Type(s): USP
Focus Option(s): Financial Services, Service Marketing

Certificates in Professional Selling are awarded by the Institute for Excellence in Services. The University sends students to the National Collegiate Sales Competition each year.

BRALEY UNIVERSITY: THE FOSTER COLLEGE OF BUSINESS
www.bradley.edu/academic/departments/marketing/programs/sales/
Dr. Mark C. Jolike
mjolike@bradley.edu
Foster College of Business
1501 W. Bradley Ave.
Peoria, IL 61625
309-677-5947

Students: 16
Start Year: 2004
Accreditation(s): AACSB, USCA full member
Program Type(s): UCO, UMN, ET

Through a structured sequence of focused coursework, extensive role play assignments, personalized feedback, self-evaluation and review, and actual sales experience, graduates of the program develop the skills and experiences necessary for success in today's demanding sales environment. The faculty provides multiple role plays, along with extensive feedback and analysis of role plays in order to build sales skills.

BRYANT UNIVERSITY
http://nisc.bryant.edu/
Dr. Stefanie Boyer
sboyer@bryant.edu
1150 Douglas Pike
Smithfield, RI 02917
401-232-6475 | 813-857-1947

Students: 35
Start Year: 2013
Accreditation(s): AACSB, PSE
Program Type(s): UMN, GF, ET

Bryant hosts the Northeast Intercollegiate Sales Competition, held annually. This is not only a competition, but also an opportunity to network and build skill and expertise. The day offers students, faculty and sponsors the opportunity to add tools to their toolkit through active and experiential learning sessions designed to help people achieve excellence on the job.

CALIFORNIA STATE UNIVERSITY, CHICO
www.csuchico.edu/cob/psp/index.shtml

Students: 180
Start Year: 2008
Accreditation(s): AACSB, USCA associate member
Program Type(s): UCE
Focus Option(s): Entrepreneurship, Financial Services, International Business

The certificate program consists of five required classes, one prerequisite, and one elective. Students in the Advanced Topics in Professional Sales course, work for an external sales organization and experience “real-world” selling situations. Chico State also hosts the annual Western States Collegiate Sales Competition and Sweet 16 Sales Challenge.

CALIFORNIA STATE UNIVERSITY, FULLERTON
www.CSUfSalesleadership.com

Students: 250
Start Year: 2008
Accreditation(s): AACSB, USCA associate member, PSE
Program Type(s): UCE
Focus Option(s): Communication/Broadcast, Sales, Entrepreneurship, Financial Services, Industrial Distribution, Insurance, International Business, Medical/Healthcare Sales, Consumer Products

The Sales Leadership Center is dedicated to promoting leadership and professionalism in the field of...
sales at Cal State Fullerton, Mihaylo
College of Business and Economics.
World-class education is offered
at Cal State Fullerton, Mihaylo
College of Business and Economics.

DEPAUL UNIVERSITY
www.salesleadershipcenter.com
Daniel R. Strunk
dstrunk@depaul.edu
1 East Jackson Blvd.
Suite 7500
Chicago, IL 60604
312-362-7250
Students: 900
Start Year: 2005
Accreditation(s): AACSB, USCA
Program Type(s): UCO, UMN, GF, ET
Focus Option(s): Entrepreneurship, Financial Services, Industrial Distribution, Insurance, Sales Management, Technology, Category Management
DePaul University has both undergraduate and graduate sales education programs. Undergraduates can participate regardless of major and must complete at least five sales focused classes and one internship. In addition, DePaul offers an MBA with a Sales Leadership Concentration.

DOUGLAS COLLEGE
www.douglas.bc.ca
David Moulton
moulton@douglas.bc.ca
PO Box 2503
New Westminster, BC
Canada V3L 5B2
604-527-5456
Students: 75
Start Year: 1990
Accreditation(s): Degree Quality Assessment Board
Program Type(s): UCE
Focus Option(s): Financial Services
Douglas offers three sales courses—Personal Selling, Professional Selling, and Sales Management. The student graduates with a marketing diploma. The majority of graduates find their careers in sales. The Peter Legge International Institute for Sales Excellence was established in 2012.

ELON UNIVERSITY
www.elon.edu/salescenter
Michael Rodriguez
mrodri@elon.edu
Chandler Family Professional Sales Center
2975 Campus Box
Elon, NC 27244
336-278-5942
Students: 80
Start Year: 2007
Accreditation(s): AACSB, USCA
Program Type(s): GCE, UCO, UMN
Focus Option(s): Financial Services, Technology
Elon uses engaged learning techniques with three to four professional salespersons and sales managers speaking to each course. They focus on best practices and group projects for local firms, and approximately 75 percent of the students have studied abroad.

ESB BUSINESS SCHOOL
REUTLINGEN UNIVERSITY
www.esb-business-school.de
Dr. Tobias Schuetz
tobias.schuetz@reutlingen-university.de
EBB Business School
Alteburgstr. 150
Reutlingen
Baden-Wuerttemberg,
Germany 72762
+49 (7121) 271 9601
Students: 21
Start Year: 2011
Accreditation(s): AACSB
Program Type(s): GCE
Focus Option(s): Information Technology
The ESB Business School is one of the leading international business schools in Germany and is one of the first state educational institutions, which has offered integrated international degrees for 40 years.

In 2013. The Center offers scholarships and career development programs.

CENTRAL MICHIGAN UNIVERSITY
http://mkt.cba.cmich.edu/
salesconcentration/
Dr. Concha Allen
neelelcr@cmich.edu; ken.cherry@cmich.edu
105 Smith Hall
Mt. Pleasant, MI 48859
989-774-2827
Students: 40
Start Year: 2008
Accreditation(s): AACSB, PSE
Program Type(s): UCO, UCE; UMN
Central Michigan University’s Sales Program is available to all students at the University. Participants are required to complete an internship. Due to a partnership with Carew International Inc., all students received Carew International Certification in Dimensions of Personal Selling, Advanced Positional Selling/Negotiation and Enterprise Selling.

CONCORDIA UNIVERSITY, ST. PAUL
www.csp.edu
Dr. Bruce Corrie
corrie@csp.edu
1282 Concordia Avenue
Saint Paul, MN 55104
651-641-8226
Students: 5
Start Year: 2012
Accreditation(s): ACBSP
Program Type(s): UMN
This recently launched program is poised to grow by also attracting non-business majors in the future. A popular two-week lab is taught by practitioners to provide experiential learning as a preview to the internship process.

DUQUESNE UNIVERSITY
www.duq.edu
Dr. Dorene Ciletti
cilettid@duq.edu
600 Forbes Avenue
Rockwell Hall 456
Pittsburgh, PA 15282
412-396-4875
Students: 100
Start Year: 2012
Accreditation(s): AACSB, PSE
Program Type(s): UEM, UMN
The focus on this program is on selling and the problems confronted by sales managers. It is a program where we create a bridge between theory and application—so that our students are well prepared to meet the demands of the marketplace.

ELON UNIVERSITY
www.elon.edu/salescenter
Michael Rodriguez
mrodri@elon.edu
Chandler Family Professional Sales Center
2975 Campus Box
Elon, NC 27244
336-278-5942
Students: 80
Start Year: 2007
Accreditation(s): AACSB, USCA
Program Type(s): GCE, UCO, UMN
Focus Option(s): Financial Services, Technology
Elon uses engaged learning techniques with three to four professional salespersons and sales managers speaking to each course. They focus on best practices and group projects for local firms, and approximately 75 percent of the students have studied abroad.

ESB BUSINESS SCHOOL
REUTLINGEN UNIVERSITY
www.esb-business-school.de
Dr. Tobias Schuetz
Tobias.schuetz@reutlingen-university.de
EBS Business School
Alteburgstr. 150
Reutlingen
Baden-Wuerttemberg,
Germany 72762
+49 (7121) 271 9601
Students: 21
Start Year: 2011
Accreditation(s): AACSB
Program Type(s): GCE
Focus Option(s): Information Technology
The ESB Business School is one of the leading international business schools in Germany and is one of the first state educational institutions, which has offered integrated international degrees for 40 years.

In 2013. The Center offers scholarships and career development programs.

CENTRAL MICHIGAN UNIVERSITY
http://mkt.cba.cmich.edu/
salesconcentration/
Dr. Concha Allen
neelelcr@cmich.edu; ken.cherry@cmich.edu
105 Smith Hall
Mt. Pleasant, MI 48859
989-774-2827
Students: 40
Start Year: 2008
Accreditation(s): AACSB, PSE
Program Type(s): UCO, UCE; UMN
Central Michigan University’s Sales Program is available to all students at the University. Participants are required to complete an internship. Due to a partnership with Carew International Inc., all students received Carew International Certification in Dimensions of Personal Selling, Advanced Positional Selling/Negotiation and Enterprise Selling.

CONCORDIA UNIVERSITY, ST. PAUL
www.csp.edu
Dr. Bruce Corrie
corrie@csp.edu
1282 Concordia Avenue
Saint Paul, MN 55104
651-641-8226
Students: 5
Start Year: 2012
Accreditation(s): ACBSP
Program Type(s): UMN
This recently launched program is poised to grow by also attracting non-business majors in the future. A popular two-week lab is taught by practitioners to provide experiential learning as a preview to the internship process.

DEPAUL UNIVERSITY
www.salesleadershipcenter.com
Daniel R. Strunk
dstrunk@depaul.edu
1 East Jackson Blvd.
Suite 7500
Chicago, IL 60604
312-362-7250
Students: 900
Start Year: 2005
Accreditation(s): AACSB, USCA
Program Type(s): UCO, UMN, GF, ET
Focus Option(s): Entrepreneurship, Financial Services, Industrial Distribution, Insurance, Sales Management, Technology, Category Management
DePaul University has both undergraduate and graduate sales education programs. Undergraduates can participate regardless of major and must complete at least five sales focused classes and one internship. In addition, DePaul offers an MBA with a Sales Leadership Concentration.

DOUGLAS COLLEGE
www.douglas.bc.ca
David Moulton
moulton@douglas.bc.ca
PO Box 2503
New Westminster, BC
Canada V3L 5B2
604-527-5456
Students: 75
Start Year: 1990
Accreditation(s): Degree Quality Assessment Board
Program Type(s): UCE
Focus Option(s): Financial Services
Douglas offers three sales courses—Personal Selling, Professional Selling, and Sales Management. The student graduates with a marketing diploma. The majority of graduates find their careers in sales. The Peter Legge International Institute for Sales Excellence was established in 2012.

ELON UNIVERSITY
www.elon.edu/salescenter
Michael Rodriguez
mrodri@elon.edu
Chandler Family Professional Sales Center
2975 Campus Box
Elon, NC 27244
336-278-5942
Students: 80
Start Year: 2007
Accreditation(s): AACSB, USCA
Program Type(s): GCE, UCO, UMN
Focus Option(s): Financial Services, Technology
Elon uses engaged learning techniques with three to four professional salespersons and sales managers speaking to each course. They focus on best practices and group projects for local firms, and approximately 75 percent of the students have studied abroad.

ESB BUSINESS SCHOOL
REUTLINGEN UNIVERSITY
www.esb-business-school.de
Dr. Tobias Schuetz
Tobias.schuetz@reutlingen-university.de
EBS Business School
Alteburgstr. 150
Reutlingen
Baden-Wuerttemberg,
Germany 72762
+49 (7121) 271 9601
Students: 21
Start Year: 2011
Accreditation(s): AACSB
Program Type(s): GCE
Focus Option(s): Information Technology
The ESB Business School is one of the leading international business schools in Germany and is one of the first state educational institutions, which has offered integrated international degrees for 40 years.
In addition to three sales classes, internship opportunities are growing, providing students with job experience.

FH-WIEN: UNIVERSITY OF APPLIED SCIENCES
www.fh-wien.ac.at/marketing-salesmanagement/
Marina Prem marina.prem@fh-wien.ac.at
Institute for Marketing and Sales Management
Wahringer Gurtel 97
Vienna, Austria 1180
+431476775850
Students: 70
Start Year: 1997
Accreditation(s): GSSI, FIBAA
Program Type(s): International Business, Sales Management

Austria’s first sales program began in 1997 at FH-Wien-Studienübergang der WKW. A Bachelor’s option was added in 2007 and a Master’s in 2008. The combination of marketing and sales addresses topics ranging from product introduction to sales and customer retention.

FLORIDA INTERNATIONAL UNIVERSITY
http://www.fi.u.edu
Nancy Rauseo, D.B.A.
nancy.rauseo@fiu.edu
11200 SW 8th Street
Modesto Maidique, RB-305A
Miami, FL 33199
305-348-1929
Students: 35
Start Year: 2008
Accreditation(s): AACSB
Program Type(s): UCE, UMN
Focus Option(s): Technology
This certificate program is open to all undergraduate business students in the College of Business Administration who desire to pursue careers in sales and customer relationship management related industries. It is designed to enhance an undergraduate’s knowledge and skills essential in managing sales and customer relationships.

FLORIDA STATE UNIVERSITY, THE SALES INSTITUTE
www.fsusalesinstitute.com/
Patt Pallentino ppallentino@cob.fsu.edu
The Sales Institute
821 Academic Way
Tallahassee, FL 32306-1110
850-644-7875
Students: 380
Start Year: 2002
Accreditation(s): AACSB, USCA full member
Program Type(s): UMJ, GC, GF, ET
Focus Option(s): Entrepreneurship, Financial Services, Industrial Distribution, Sales Management, Technology
The nationally recognized and award winning sales major currently has approximately 380 students, offering an undergraduate degree in Marketing, with a major in Professional Sales and a certificate in Sales Management. The sales program is part of the FSU Sales Institute, which is responsible for sales-related research and executive training programs.

GEORGIA SOUTHERN UNIVERSITY
http://coba.georgiasouthern.edu/centers/sales/
Dr. Linda Greel Mullen lgmullen@georgiasouthern.edu
PO Box 8154
Statesboro, GA 30460
912-536-3597
Students: 200
Start Year: 2006
Accreditation(s): AACSB, USCA full member, GSSI
Program Type(s): UEM, UCE
Focus Option(s): Entrepreneurship, Financial services, Industrial Distribution, Technology.

Georgia Southern University is a public, Carnegie Doctoral/Research university. Their concentration in Sales & Sales Management is a key area of distinction. It reflects the University’s culture of engagement that bridges theory with practice, extends the learning environment beyond the classroom, and promotes student growth and life success.

GEORGIA STATE UNIVERSITY
http://gsu.edu
James Boles jboles@gsu.edu
Robinson College of Business
PO Box 3991
Atlanta, GA 30302-3991
404-415-7659
Students: 95
Start Year: 2007
Accreditation(s): AACSB
Program Type(s): UCE, UCO, GC, EC, ET
Focus Option(s): Communication/ Broadcast Sales, Entrepreneurship, International Business, Sales Management

GEORGIA STATE’s certificates are focused on students within business disciplines. Both an undergraduate certificate to supplement a marketing degree and a graduate program in strategic sales leadership are available. The undergraduate program is part of the FSU Sales Institute, which is responsible for sales-related research and executive training programs.

HAAGA-HELIA UNIVERSITY
www.haaga-helia.fi
Pirjo Pitkapaasi pirjo.pitkapaasi@haaga-helia.fi
Ratapinta 13
Helsinki, Finland 520
+358 40 488 7066
Students: 40
Start Year: 2007
Accreditation(s): GSSI
Program Type(s): UCE
Focus Option(s): International Business

Students pursue a Bachelor of Science in Professional Sales. The focus in the studies is on solution sales and on the business to business environment. The content is taught by combining theory and practice. As free choice studies students can take a class in which they are coached for the national sales competition. HAAGA-HELIA organizes the Best Seller Competition every other year.

ILLINOIS STATE UNIVERSITY
http://www.cob.ilstu.edu/profsales/
Michael C. Boehm mboehm@ilstu.edu
Department of Marketing
Campus Box 5590,
College of Business
Normal, IL 61790-5590
309-438-2954
Students: 280
Start Year: 1999
Accreditation(s): AACSB, USCA full member, PSE
Program Type(s): UCE, UMJ, ET
Focus Option(s): Entrepreneurship, Financial Services, Industrial Distribution, Insurance, International Business, Technology

Funding partnerships with organizations provides student scholarships, faculty development, and sales research and support. Graduate level sales training for insurance and financial services sales is the core component for the Professional Insurance Sales Associate (PISA) professional designation.
INDIANA STATE UNIVERSITY
www.indstate.edu/business/sales
Dr. Jon M. Hawes
jon.hawes@indstate.edu
Sales and Negotiations Center
Scott College of Business, Room 912
30 North Seventh St.
Terre Haute, IN 47809
812-870-2014
Students: 250
Start Year: 2010
Accreditation(s): AACSB, USCA
full member
Program Type(s): UCE, UC, UMN
Focus Option(s): Insurance and Medical/Healthcare Sales.

The tag line for Indiana State University is “More. From day one.” This is carried out within all of its programs and takes form within the sales program through a strong focus on experiential learning. For example, sales students use the sales recording capabilities to complete skill practice exercises and then receive formative feedback on their performance, always with a goal of improving skills. The ISU Sales Resume eBook promotes our students as they seek internships and later full time employment in sales. Sales students develop their sales skills “more,” so they can serve clients “more,” and can provide “more” value to their employers sooner after graduation.

INDIANA UNIVERSITY
www.kelley.iu.edu/globsales
Dr. Rosann Spiro
spiro@indiana.edu
Kelley School of Business
1309 E. Tenth St., BU328
Bloomington, IN 47405
812-855-1100
Students: 150
Start Year: 1996
Accreditation(s): AACSB, USCA full member, PSE, GSSI
Program Type(s): UCO, USP
The Center for Global Sales Leadership is one of the nation’s first educational sales centers at a nationally ranked business school. Indiana’s sales students can earn a concentration in addition to their majors. Home to the annual National Team Selling Competition, Indiana provides a team selling competition for students with a wide variety of majors participate, completing a minimum of 500 hours of experiential learning, including a 300 hour professional sales internship.

MICHIGAN STATE UNIVERSITY
http://www.msu.edu/mkt/undergraduate/sales/sales_communications/sales_communication_specialization
Dr. Alex Hamwi
AlexHamwi@msu.edu
Marketing Department
901 S. National Ave.
East Lansing, MI 48824
517-355-9659
Students: 120
Start Year: 2009
Accreditation(s): AACSB, USCA associate member
Program Type(s): USP, ET
Focus Option(s): Communication, broadcast Sales, Entrepreneurship, Financial Services, International Business, Medical/healthcare, Technology
The Sales Communication Specialization at Michigan State University is the only program in the country that combines the efforts of two nationally-ranked Colleges, the Eli Broad College of Business and the College of Communication Arts and Sciences. Students with a wide variety of

KENT STATE UNIVERSITY
www.kent.edu
Ellen Daniels
edaniels@kent.edu
Dept. of Marketing and Entrepreneurship
475 Terrace Dr.
Kent, OH 44242
330-677-1271
Students: 150
Start Year: 1998
Accreditation(s): AACSB, PSE
Program Type(s): UCE
Focus Option(s): Entrepreneurship
The program has close ties with the KSU Sales Advisory Board which offers mentoring, shadow opportunities and internships for our students.

KENT STATE UNIVERSITY
Kennesaw State University
1000 Chastain Rd., MD 0406,
Bldg. 4, Room 281
Kennesaw, GA 30144
678-797-2017
Students: 250
Start Year: 2010
Accreditation(s): AACSB, USCA full member, PSE, GSSI
Program Type(s): UMC, UC, UMN, ET
Focus Option(s): International Business
The KSU Center for Professional Selling assists in developing sales programs for other universities in the US and abroad and is home to the National Collegiate Sales Competition (NCSC), the largest and oldest university sales role-play competition in the U.S., hosting more than 60 sales programs annually.

KENT STATE UNIVERSITY
www.kent.edu
Ellen Daniels
edaniels@kent.edu
Dept. of Marketing and Entrepreneurship
475 Terrace Dr.
Kent, OH 44242
330-677-1271
Students: 150
Start Year: 1998
Accreditation(s): AACSB, PSE
Program Type(s): UCE
Focus Option(s): Entrepreneurship
The program has close ties with the KSU Sales Advisory Board which offers mentoring, shadow opportunities and internships for our students.

MICHIGAN STATE UNIVERSITY
http://www.msu.edu/mkt/undergraduate/sales/sales_communications/sales_communication_specialization
Dr. Alex Hamwi
AlexHamwi@msu.edu
Marketing Department
901 S. National Ave.
East Lansing, MI 48824
517-355-9659
Students: 120
Start Year: 2009
Accreditation(s): AACSB, USCA associate member
Program Type(s): USP, ET
Focus Option(s): Communication, broadcast Sales, Entrepreneurship, Financial Services, International Business, Medical/healthcare, Technology
The Sales Communication Specialization at Michigan State University is the only program in the country that combines the efforts of two nationally-ranked Colleges, the Eli Broad College of Business and the College of Communication Arts and Sciences. Students with a wide variety of major options are prepared with core courses and electives in sales, marketing, and entrepreneurship.

NICHOLLS STATE UNIVERSITY
http://www.nicholls.edu/mkt/sales/
ing/professional-sales-initiative/
chuck.viosca@nicholls.edu
Thibodaux, LA 70310
906 E. First St.
PO Box 2015
812-855-1100
Students: 250
Start Year: 2010
Accreditation(s): AACSB, USCA
full member, PSE, GSSI
Program Type(s): UMC, UC, UMN, ET
Focus Option(s): International Business
The KSU Center for Professional Selling assists in developing sales programs for other universities in the US and abroad and is home to the National Collegiate Sales Competition (NCSC), the largest and oldest university sales role-play competition in the U.S., hosting more than 60 sales programs annually.

NORTH CAROLINA A&T STATE UNIVERSITY
http://www.ncaat.edu/~sbe-center/slip.htm
Dr. Linda Silver-Coley
lscoley@ncat.edu
Merrick Hall Room 325
1601 East Market Street
Greensboro, NC 27411
336-285-3340
Students: 28
Start Year: 2005
Accreditation(s): AACSB, PSE
Program Type(s): UCE, UC, UMN
Partnership with the 3M Company and its Frontline initiative fostered the development of a Customer Relationship Marketing & Management Certificate program available to students across the University. Courses on personal selling and customer relationship management are designed to enhance major academic degrees across the campus.

NORTH DAKOTA STATE UNIVERSITY
http://www.ndsu.edu/business/
http://www.ndsu.edu/mgmt_mrkt/sales/
michael.krush@ndsu.edu
Mike Krush
michael.krush@ndsu.edu
2014 TOP UNIVERSITIES FOR PROFESSIONAL SALES EDUCATION | 13

Well-Positioned
Students from our exclusive Professional Selling Program graduate with an unfair advantage. Find out why.

SALES.UCF.EDU

UCF COLLEGE OF BUSINESS ADMINISTRATION

#UCFBUSINESS

Well-Positioned
Students from our exclusive Professional Selling Program graduate with an unfair advantage. Find out why.

SALES.UCF.EDU

UCF COLLEGE OF BUSINESS ADMINISTRATION

#UCFBUSINESS
Edward H. Schmidt
School of Professional Sales

- Approximately 300 professional sales students
- Professional sales major with 7 courses including a required internship. MBA concentration also available
- Top 10 finishes in national competitions for the past decade
- International presence and partners
- New, state-of-the-art Huntington Sales Lab and other sales facilities
- Exclusive recruiting events and online tools that help firms build awareness, pre-screen candidates, and improve internal coordination
- Virtually 100% placement for students who actively seek employment

419.530.6133
edwardschmichtschool@utoledo.edu
sales.utoledo.edu

---

Ohio University

www.scheysalescentre.com
Greg DiPasquale
dipasqug@ohio.edu
The Ralph and Luci Schey Sales Centre
Copeland Hall 201
Athens, OH 45701-2979
615-400-2110
Students: 200
Start Year: 1997
Accreditation(s): AACSB, USCA full member, SMT
Program Type(s): UCE, ET
Companies partner with the Schey Sales Centre (a selective entry sales program) because they know they are hiring college graduates who have had real sales readiness training and real sales experience in college plus a pre-determination to sell. All Ohio University undergraduates may apply to this certificate program.

---

Northwood Sales Warm-Up.
the National Science Foundation.
programs ranked in the Top 100 by Research Activity," with several “Research Universities/Very High Research Activity," with several
North Dakota State University, which is ranked by the Carnegie Commission on Higher Education among the top 108 public and private universities in the country, NDSU is in the elite category of “Research Universities/Very High Research Activity,” with several programs ranked in the Top 100 by the National Science Foundation. They participate in the Great Northwoods Sales Warm-Up.

NOVA SOUTHEASTERN UNIVERSITY
www.huizenga.nova.edu, or www.nusales.com
Dennis Dannacher
H. Wayne Huizenga School of Business & Entrepreneurship
The Carl DeSantis Bldg.
3501 College Ave.
Fort Lauderdale, FL 33314-3755
954-262-5030
Students: 80
Start Year: 2010
Accreditation(s): SACS
Program Type(s): UCO, UMJ, UMN, UEM, GE, GF, ET
Focus Option(s): Entrepreneurship, Financial Services, Insurance, International Business
Partnership with Sandler Sales Training created a practically based component to the sales program, and advanced, state-of-the-art technology provides students with an opportunity to practice presentations and hone sales skills.

OSLO SCHOOL OF MANAGEMENT
http://www.mh.no/en/
Erik Mehl
erik.mehl@mh.no
Kirkegaten 24-26, P.O. 1195
Oslo, Norway 107
+47 920 37 22
Students: 150
Start Year: 2011
Accreditation(s): NOKUT
Program Type(s): UM3
This is a traditional 3 year European Bachelor program with students enrolling from finished high school degrees. The name of the program is “Bachelor in Marketing and Sales Management”. From experience gained at the Sales Educators’ Academy it is difficult to fully compare such a program with the American system.

PLYMOUTH STATE UNIVERSITY
www.plymouth.edu
Bob Nadeau
rnadeau@plymouth.edu
116 Hyde Hall
17 High Street
Plymouth, NH 03264
603-544-0986
Students: 175
Start Year: 2009
Accreditation(s): USCA associate member
Program Type(s): UMN, UCE
Students in Professional Sales II experience real world business projects which are completed outside the classroom. They are required to do presentations, prospecting, cold calls and networking. Approximately 40% of their grade comes from how well they complete these assignments. The projects are selected to help non-profits in local communities.

SOUTHERN NEW HAMPSHIRE UNIVERSITY
www.snhu.edu
m.anstey@snhu.edu
www.snhu.edu
Students: NA
Start Year: 2015
Accreditation(s): NEASC
Program Type(s): UMN
This is a recently recognized program that expects to grow rapidly in the future. Although this program is open to all university students, it is ONLY for students who are strongly considering a career in sales.

SOUTHERN UNIVERSITY
www.subr.edu
George Kirk
g.kirk@subr.edu

---

PORTSMOUTH BUSINESS SCHOOL
www.port.ac.uk/salesmanagement
Beth Rogers
beth.rogers@port.ac.uk
Richmond Building
Portland Street
Portsmouth, UK PO1 3DE
+44-2392-84017
Students: 40
Start Year: 2002

---

The Purdue Center for Professional Selling trains and showcases students who seek a professional career in sales. Complementing the College of Health and Human Sciences’ Selling and Sales Management degree program, the center partners with companies whose support helps students become more career-ready through practical experiences in sales competitions, resume critiques and mock interviews, rapid selling contests, business networking events and much more. Through the mentorship of the center, students graduate with more meaningfully as they start their careers.

SOUTH CHINA UNIVERSITY
www.sccu.edu.cn
Students: N
Start Year: 1997
Accreditation(s): AACSB, USCA associate member
Program Type(s): UMN, UCE
Portsmouth offers opportunities for undergraduates and postgraduates on business pathways to take options on personal selling, account management and sales management. In addition, Portsmouth pioneered a specialist postgraduate program for account managers and sales managers. Assessments focus on developing a best practice in the sponsoring organization.

PURDUE UNIVERSITY
www.purdue.edu/proselling
Chris Kowal
ckowal@purdue.edu
812 W. State Street
Mathews Building #512A
West Lafayette, IN 47907-2060
765-494-9245
Students: 220
Start Year: 1990
Accreditation(s): USCA associate member, PSE
Program Type(s): UM3, ET
Focus Option(s): Communication/Broadcast Sales, Entrepreneurship, Industrial Distribution, Medical, Healthcare Sales, and Technology
The Purdue Center for Professional Selling trains and showcases students who seek a professional career in sales. Complementing the College of Health and Human Sciences’ Selling and Sales Management degree program, the center partners with companies whose support helps students become more career-ready through practical experiences in sales competitions, resume critiques and mock interviews, speed selling contests, business networking events and much more. Through the mentorship of the center, students graduate with more meaningfully as they start their careers.

---

SALES EDUCATION FOUNDATION
Kennesaw State University Sales Graduates Immediately Impact Your Business and INCREASE Your Bottom Line!

50% Faster Ramp-up time

$180K Lower Turnover rates

30% Avg. Savings over Non-Sales Grads

KSU Professional Selling students:
- Use state-of-the-art facilities to record and evaluate sales calls
- Master effective sales strategies through live practical sales experiences
- Network with regional and national sales professionals to increase career opportunities
- Receive a BBA in Professional Selling, setting them apart from all other graduates applying for sales positions
- Graduate with multiple offers on the table (98% offer/placement rate)

For more information, contact Dr. Terry Lee, Director:
tlee@kennesaw.edu • 770.757.1360

College of Business
252 TT Allain Hall
Baton Rouge, LA 70813
225-771-5977

Students: 20
Start Year: 2002
Accreditation(s): AACSB
Program Type(s): UCO

The program includes a Role Play facility that simulates four common sales environments: Small conference room, Break room, Corner Office, Board Room.

ST. CATHERINE UNIVERSITY
www.stkate.edu/sales
Mary Jacobs
mjacobsm@stkate.edu
2004 Randolph Avenue
St. Paul, MN 55105
651-690-8762

Students: 50
Start Year: 1998
Accreditation(s): USCA, PSE
Program Type(s): UCE, UMJ, UMN, EC, ET

Focus Option(s): Entrepreneurship, Medical/Healthcare Sales

The Center of Sales Innovation conducts original research and offers continuing education programs to study the complexity of sales. Candidates include traditional and nontraditional students interested in changing careers or reentering the workforce. The Center offers leadership development programs to advance women sales leaders in organizations.

ST. CLOUD STATE UNIVERSITY
www.sctcloudstate.edu/hbs
Dennis Bristow
dbristow@sctcloudstate.edu
720 4th Avenue South
St. Cloud, MN 56301-4498
320-308-2057

Students: 60
Start Year: 2013
Accreditation(s): AACSB
Program Type(s): USP

The program features the newly developed state-of-the-art Northwest Mutual: The Columns Group Sales lab. The Selling Specialization includes modules on sales shadowing; sales management shadowing; selling at a global level; ethics in selling; and social media and selling.

TEXAS STATE UNIVERSITY
http://txstsalescenter.com/
Vicki West
vww03@txst.edu
McCoy College of Business
601 University Dr.
San Marcos, TX 78666
512-245-3224

Students: 175
Start Year: 2009
Accreditation(s): AACSB, USCA associate member
Program Type(s): UCO, ET

The action-oriented curricula includes developing a series of specific skills: role-playing, writing sales communications based on the sales process and making high level business-to-business corporate presentations. The faculty members work with national companies on various projects teaching prospecting, marketing, and building brand awareness.

TUSKEGEE UNIVERSITY
www.tuskegee.edu/
Anthony Freeman
afreeman@mytu.tuskegee.edu
Brimmer College of Business and Information Sciences, Management Department, Sales and Marketing Program
Marketing Program
Tuskegee, AL 36088
334-727-8707

Students: 85
Start Year: 1996
Accreditation(s): AACSB, PSE
Program Type(s): UCE, UMJ

Tuskegee University offers a certificate and major in sales through their College of Business and Information Sciences. Students participate in competitions both on campus and at the national level. The Professional Selling course incorporates CRM training.

UNIVERSITY COLLEGE DUBLIN
http://www.ucd.ie/research/people/business/drususigeiger
Susie Geiger
susie.geiger@ucd.ie
Lochann Quinn School of Business Belfield
Dublin 4, Ireland
+35317164813

Students: 30
Start Year: 2006
Accreditation(s): AACSB, AMBA, EQUIS

Program Type(s): GF, ET

UCD School of Business is Ireland’s leading business school and research center. In 2009 it officially celebrated 100 years of business education. One of the keystones of its reputation as one of the world’s leading business schools is the quality and expertise of the faculty. It is the only business school in Ireland to hold the triple crown of accreditation from AACSB (US), EQUIS (Europe) and AMBA (UK). It is also the only Irish member of CEMS, a global alliance of leading business schools and multinational companies.

UNIVERSITY OF AKRON:
FISHER INSTITUTE FOR PROFESSIONAL SALES
http://www.fishersalesinstitute.com
Dr. Chris Plouffe
Plouffe@uakron.edu
Fisher Institute for Professional Selling
College of Business Administration
259 S. Broadway Street
Akron, OH 44325
330-972-6191

Students: 100
Start Year: 1992
Accreditation(s): AACSB, USCA full member, SMT, PSE
Program Type(s): UCE, UMJ, UMN, ET

Focus Option(s): International Business, Medical/Healthcare Sales

2014 TOP UNIVERSITIES FOR PROFESSIONAL SALES EDUCATION

For more information, visit www.topsaleseducation.com
Akron renovated The Fisher Sales Lab, an eight room lab and classroom complex, providing state-of-the-art technology and executive style facilities. The Fisher is also the only sales program in the world with access to advanced neuromarketing equipment.

UNIVERSITY OF ALABAMA
www.uasalesprogram.com
Joe Calamusa IV
jcalamus@cba.ua.edu
The Sales Program
Culverhouse College of Commerce & Business Administration
361 Stadium Drive
Tuscaloosa, AL 35406
205-348-8925
Students: 300
Start Year: 2007
Accreditation(s): USCA full member
Program Type(s): UCE, USP, EC, ET
The UA Sales Lab is an 8-room facility featuring nationally benchmarked sales training technology, allowing students to examine, assess, and adjust processes for maximum improvement. In addition, students connect with corporate recruiters and mentors through networking events with over 100 regional, national, and global organizations.

UNIVERSITY OF ALABAMA AT BIRMINGHAM
www.uab.edu/business/degrees-certificates/professional-sales-certificate
Karen Kennedy
knk@uab.edu
School of Business
1150 10th Avenue South, BEC 218D
Birmingham, AL 35294-4460
205-934-8849
Students: 75
Start Year: 2008
Accreditation(s): AACSB, PSE
Program Type(s): UCE
Focus Option(s): Entrepreneurship, Industrial Distribution, Medical/Healthcare Sales
The Professional Sales Program at the University of Alabama at Birmingham provides students leading-edge instruction offered by experienced faculty. The program focuses on the fundamentals of professional selling and the development of long-term customer relationships. The program emphasizes experiential learning through a range of extra-curricula activities, including internships and professional development programs.

UNIVERSITY OF APPLIED SCIENCES IN WIENER NEUSTADT
Einheiten/Fachbereiche/Marktkommunikation–Vertrieb
Dr. Karl Pinczolits
fb-mv@fhwn.ac.at
Johannes Gutenberg Strasse 3
Wiener Neustadt, Austria A-2700
0043 2622 89 084 ext 313
Students: 80
Start Year: 1994
Accreditation(s): GSSI
Program Type(s): UMJ, USP, GF, ET
Focus Option(s): International Business
The program aims to combine academic sales studies with a more practical orientated education, which would be specifically suited to the business and technology sectors of today. With the establishment of the bachelor and master programs in business consultancy with focus in sales the University hopes to further its reputation and international connections, as well as provide students with the opportunity of a truly unique and international degree.

UNIVERSITY OF ARKANSAS AT LITTLE ROCK
www.ualr.edu/marketing/
Mark Funk
mfunk@ualr.edu
2801 South University Avenue
Little Rock, AR 72204-1091
501-569-8862
Students: 15
Start Year: 2007
Accreditation(s): AACSB
Program Type(s): UCE, UEM, UMN
The sales track requires 18 hours of core marketing courses plus 12 hours of Professional Sales classes. The sales minor requires students to complete 18 credit hours in professional selling coursework. In addition, students are offered the Professional Edge Series, an initiative that provides seminars in professionalism.

UNIVERSITY OF CENTRAL FLORIDA
www.bus.ucf.edu/marketing
Dr. Ronald E. Michaels
ronald.michaels@ucf.edu
Department of Marketing,
College of Business
4000 Central Florida Blvd.
Orlando, FL 32816-1400
407-823-2875
Students: 30
Start Year: 2005
Accreditation(s): AACSB, SACS
Program Type(s): UCE, UEM
Of the 700 students enrolled in UCF professional selling classes annually, only approximately 30 are admitted into the exclusive Professional Selling Program where each student signs a “Commitment to Sales Professionalism.” The UCF program boasts a high-tech sales lab consisting of a main classroom and eight role-play rooms.

UNIVERSITY OF CENTRAL MISSOURI
www.ucmo.edu/efm/
Dr. Charles Schwepker
schwepker@ucmo.edu
Department of Economics, Finance, & Marketing
Dockery 300
Warrensburg, MO 64093
660-543-8554
Students: 10
Start Year: 2008
Accreditation(s): AACSB
Program Type(s): UCO
UCM hosts the annual State Farm Marketing and Sales Competition
students to take part in a sales internship and involves substantial interaction with sponsors throughout the coursework.

UNIVERSITY OF CENTRAL OKLAHOMA
www.ucmo.edu
Bob Kaiser
rkaiser@uco.edu

The program requires students participating from multiple campuses. The program prepares students to complete a Professional Sales course. Students from the sales classes may compete for sales scholarships and the chance to represent the University at the National Collegiate Sales Competition.

UNIVERSITY OF CINCINNATI
http://business.uc.edu/centers/sales-center.html
Dr. Jane Sojka
jane.sojka@uc.edu
Carl H. Lindner College of Business
422 Lindner Hall
PO Box 210145
Cincinnati, OH 45221-0145
513-556-7149
Students: 300
Start Year: 2011
Accreditation(s): AACSB, PSE, USCA associate member
Program Type(s): UCM, UMN, GE

The University of Cincinnati is a major research institution; the faculty in the Lindner College of Business support research partnerships between academia and business. The University’s metropolitan location allows recruiters easy access to undergraduate professional sales students. Neil Rackham is the faculty executive Professor of Professional Sales.

UNIVERSITY OF CONNECTICUT
www.business.uconn.edu/psl
William M. Ryan
william.ryan@business.uconn.edu
2100 Hillside Road
Unit 1041
Storrs, CT 06269-1041
860-951-775
Students: 50
Start Year: 2001
Accreditation(s): AACSB, PSE
Program Type(s): UCE, UMN
Focus Option(s): Communication/Broadcast Sales, Financial Services, Industrial Distribution, Insurance, Medical/Healthcare Sales, Technology, Media/Entertainment

Offering both a minor and a certificate since 2001, University of Connecticut has approximately 50 students participating from multiple campuses. The program requires
Focus Option(s): Entrepreneurship, Financial Services, International Business
Paul College Center for Sales Excellence, Launch Date—Fall, 2013: The Center for Sales Excellence is the conduit for the business community to find professionally trained, polished, and qualified candidates who wish to pursue a career in sales leadership. The power of this program is the partnerships that bring field experience into the classroom enabling executives to contribute to the professional development of students. This innovative program combines the disciplines of the business curriculum with marketing, sales, etiquette and leadership to groom students for a professional selling career. The Sales Club and Sales Competition provide opportunities for students to extend their academic experience beyond the classroom and experience mock presentations, negotiations, and strategy with business executives.

THE UNIVERSITY OF NEW HAVEN
https://www.newhaven.edu
Charles (Pete) Peterson
cpeterson@newhaven.edu
Maxcy Hall
300 Boston Post Road
West Haven, CT 06515
860-558-2532
Students: 30
Start Year: 2010
Accreditation(s): AACSB
Program Type(s): UCE, UMN

Focus Option(s): Communication/ Broadcast Sales, Entrepreneurship, Financial Services, Insurance, Medical/Healthcare Sales, Technology
This growing program accepts students with varying majors at the University and requires that each student complete a sales-specific internship.

UNIVERSITY OF NORTH ALABAMA
www.unasalescenter.com
Jerome M. Gafford
jm.gafford@una.edu
Box 5116
1 Harrison Plaza
Florence, AL 35632
256-785-5240
Students: 75
Start Year: 2011
Accreditation(s): PSE, ACBSP
USCA associate member
Program Type(s): UCE, UCO, UMJ, UMN

Focus Option(s): Communication/ Broadcast Sales, Entrepreneurship, Financial Services, Insurance, International Business, Medical/Healthcare Sales, Technology
The recently established sales program is just one example of the fact that the College of Business is the fastest growing unit of this university. It is committed to continuous improvement of its curriculum, academic programs, faculty and staff support, and its course management technology. A state-of-the-art Sales Laboratory is available for use in role play critiques.

UNIVERSITY OF NORTH CAROLINA: KENAN FLAGLER BUSINESS SCHOOL
www.kenan-flagler.unc.edu
David Roberts
dave_roberts@unc.edu
Center for the Integration of Marketing and Sales
McColl Building
Campus Box 3490
300 Kenan Center Dr.
Chapel Hill, NC 27599-3490
919-962-3658
Students: 55
Start Year: 2010
Accreditation(s): AACSB
Program Type(s): UEM, GF, ET
Focus Option(s): Entrepreneurship, Financial Services, International Business, Medical/Healthcare Sales, Technology, Channel Sales
The program integrates sales strategy and skills through undergraduate and graduate business consulting projects. In addition to the sales emphasis, sales strategy and skills are a component of the entrepreneurship minor (undergrad), and Sales Strategy is offered as an elective for the full- and part-time MBA programs.

THE UNIVERSITY OF SOUTHERN MISSISSIPPI
www.usm.edu
Dr. Mike Wittmann
mike.wittmann@usm.edu
118 College Dr. #5091
Hattiesburg, MS 39406
601-266-4969
Students: 50
Start Year: 2009
Accreditation(s): AACSB
Program Type(s): UCE
Focus Option(s): Entrepreneurship, Medical/Healthcare Sales
Southern Miss has a long history of placing graduates with companies from the Fortune 500 as well as smaller, entrepreneurial organizations. Students enter many industries including healthcare, consumer products, retail, capital equipment, oil & gas, business services, and others. The majority of marketing students start their careers in sales.

THE UNIVERSITY OF TEXAS
AT ARLINGTON
www.uta.edu
Larry Chonko
Larry.Chonko@uta.edu
College of Business
Department of Marketing
Arlington, TX 76019
817-272-0264
Students: 125
Start Year: 2013
Accreditation(s): AACSB
Program Type(s): UCE
The Sales Certificate program is built on a strong theoretical backdrop but emphasizes applications and practice. The Sales Certificate Program is available to both business and non-business majors. The Professional Sales Program Code of Ethics is adopted by each student in the program.

THE UNIVERSITY OF TEXAS
AT DALLAS
http://jindal.utdallas.edu/academic
Dr. Howard Dover
howard.dover@utdallas.edu
800 Campbell Rd
Richardson, TX 75080
972-883-4420
Students: 150
Start Year: 2015
Accreditation(s): AACSB, USCA
Program Type(s): UCE, UCO, GF
Focus Option(s): Entrepreneurship, Financial Services, Insurance
Students in the professional sales concentration benefit from involvement of industry-leading corporate partners, a faculty dedicated to their students’ education — inside the classroom and out, and a cadre of peers driven to succeed. Students who complete a sales concentration emerge ready for the professional sales workforce, resulting in faster ramp-up to productivity and reduced turnover for employers.

UNIVERSITY OF TOLEDO
www.sales.utoledo.edu
Dr. Ellen Bolman Pullins
ellen.pullins@utoledo.edu
Edward Schmidt School of Professional Sales
2801 W. Bancroft St.
UT COBI MS #103
Toledo, OH 43606
419-530-6133
Students: 420
Start Year: 1996
Focus Option(s): Services, Marketing Analytics, Entrepreneurial Finance, Insurance and Operations.

Start Year: 2012

Accreditation(s): AACSB

Program Type(s): UEM

Focus Option(s): Communication/Broadcast Sales, Entrepreneurship, Financial Services, Industrial Distribution, Insurance, Medical/Healthcare Sales, Technology.

Students: 50

Start Year: 2010

Accreditation(s): AACSB

Program Type(s): UCE

Focus Option(s): Communication/Broadcast Sales, Entrepreneurship, Financial Services, Industrial Distribution, Insurance, Medical/Healthcare Sales, Technology.

Students: 50

Start Year: 2007

Accreditation(s): AACSB

Program Type(s): UMJ, UGE

Focus Option(s): Communication/Broadcast Sales, Entrepreneurship, Financial Services, Industrial Distribution, Insurance, Medical/Healthcare Sales, Technology.

Students: 50

Start Year: 2005

Accreditation(s): AACSB

Program Type(s): UCE

Focus Option(s): Technology.

All marketing majors are required to take the professional sales option and a professional sales certificate is available to students in any major. WSU Vancouver was the overall Team Champion for the 2007 National Collegiate Sales Competition (NCSC), besting student teams from 43 other universities. We also serve the recruiting needs of businesses in the Portland, OR metro area.

WASHINGTON STATE UNIVERSITY-OMAHA
www.vancouver.wsu.edu/prosales

Dr. Ronald P. Pimentel
ron.pimentel@vancouver.wsu.edu

CL 308G

14204 NE Salmon Creek Ave.
Vancouver, WA 98686-9600
560-546-9339

Students: 35

Start Year: 2005

Accreditation(s): AACSB

Program Type(s): UCE

Focus Option(s): Technology.

All marketing majors are required to take the professional sales option and a professional sales certificate is available to students in any major. WSU Vancouver was the overall Team Champion for the 2007 National Collegiate Sales Competition (NCSC), besting student teams from 43 other universities. We also serve the recruiting needs of businesses in the Portland, OR metro area.

WEBER STATE UNIVERSITY
www.universalsalescenteralliance.org/

Desiree Cooper Larsen
dcoopere@weber.edu

Alan E. Hall Center for Sales Excellence

5000 Students: 450

Start Year: 1995

Accreditation(s): AACSB, USCA

Program Type(s): UM, UGE

Focus Option(s): Technology.

This new center, opened in 2013, enhances current curricula in one of the best four-year sales degrees in the nation by providing quality training for today’s new sales economy. By creating quality sales training programs and opportunities and aligning the professional profession with the increasing need in corporate America for professionals to combine user-driven product development with true customer expectations. The center sets itself apart from similar sales centers by being the first and only one of its kind among Utah’s public universities, and being the only four-year sales program of its kind in the nation.

WEST VIRGINIA UNIVERSITY
www.be.wvu.edu

Dr. Andy Wood
jwood@mail.wvu.edu

PO Box 6025
Morgantown, WV 26506
304-293-7958

Students: 60

Start Year: 2010

Accreditation(s): AACSB, USCA

associate member

Program Type(s): UEM, UCO, UCE

Focus Option(s): Entrepreneurship.

Two of the faculty have multiple publications in the Journal of Personal Selling & Sales Management, and both are on the Editorial Review Board. Included in the curriculum is an online course that emphasizes using digital media for sales as well as the latest in CRM technology. The dean of the college has a PhD in marketing and is a former vice president of Johnson & Johnson, one of the premier sales organizations in the world.

WESTERN KENTUCKY UNIVERSITY
www.marketingdept.wku.edu

Dr. Zahed Subhan
zsubhan@email.wku.edu

387 Centennial Drive
209 CAT(Center for Applied Technology)
Cullowhee, NC 28723
828-227-2220

Students: 250

Start Year: 2002

Accreditation(s): AACSB

Program Type(s): UMJ, UMN, USP

Focus Option(s): Communication/Broadcast Sales, Entrepreneurship, International Business.

A basic sales course is a requirement for all business majors. The University partners with companies to provide students with lead generating experience as part of the coursework, and a call center has been established for role-play and constructive feedback.

WESTERN KENTUCKY UNIVERSITY
www.wku.edu/gfcb/cps

Dr. Lukas P. Forbes
Lukas.Forbes@wku.edu

Department of Marketing #21059
1906 College Heights Blvd.
Bowling Green, KY 42101
270-745-2935

Students: 250

Start Year: 2007

Accreditation(s): AACSB, USCA

full member

Program Type(s): UMJ, UM
The Center offers five different sales courses found within either a sales major or sales minor. Within the major, more than 20 different majors are represented. A corporate partnership program allows for numerous guest speakers, internships, and employment opportunities for sales students.

WESTERN MICHIGAN UNIVERSITY
www.hcob.wmich.edu/mktg
Dr. Steve Newell
steve.newell@wmich.edu
Haworth College of Business
Department of Marketing
Kalamazoo, MI 49008-5430
616-332-6166

Students: 250
Start Year: 1999
Accreditation(s): AACSB
Program Type(s): UMJ

The Harold Ziegler Interactive Sales Labs allow students to conduct role-plays and sales presentations. Sales faculty have sales related business experience. WMU students have been successful in multiple national sales competitions. The student-run Sales and Business Marketing Association has 100+ members.

WIDENER UNIVERSITY
www.widener.edu
Dr. Mary E. Shoemaker
mshoemaker@widener.edu
One University Place
Chester, PA 19013
610-499-4331

Students: 250
Start Year: 1999
Accreditation(s): AACSB, GSSI
Program Type(s): UEM

Widener University offers an emphasis in sales for 30 students. The program requires Professional Personal Selling, Sales Management, and Customer Relationship Management. All classes provide connections with industry professionals, and students complete an additional six hours of personal interaction with sales professionals. All students have significant interaction with sales professionals in performing role-plays, interviewing sales people, and required networking events. Sales program alumni provide mentoring.

WILLIAM PATerson UNIVERSITY
www.wpunj.edu/rbisales
Dr. Prabakar (PK) Kothandaraman
kothandaramanp@wpunj.edu
The Russ Berrie Institute for Professional Selling
1600 Valley Rd. Fourth Floor
Wayne, NJ 07470
973-720-3880

Students: 250
Start Year: 2003
Accreditation(s): AACSB, USCA
Program Type(s): UMJ, UMN

As the first to offer a separate degree in Professional Sales, RBI offers an integrated competency-based curriculum, sales faculty with sales experience, total experiential-based learning built around case studies, projects and role-plays in state-of-the-art behavioral laboratories, along with e-portfolios that demonstrate their capabilities.

WINONA STATE UNIVERSITY
www.winona.edu
Marianne Collins
mcollins@winona.edu

Somsen 109
175 W. Mark Street
Winona, MN 55987
507-457-5196

Students: 65
Start Year: 2011
Accreditation(s): AACSB, GSSI, PSE
Program Type(s): UMN

The program offers to its students many opportunities to experience real business situations through internship programs, tours to companies, guest speakers from business and industry, and research opportunities.

XAVIER UNIVERSITY OF LOUISIANA
www.xula.edu/business
Dr. Joe M. Ricks, Jr.
jmricks@xula.edu
Division of Business
1 Drexel Drive
New Orleans, LA 70115
504-520-7505

Students: 30
Start Year: 2002
Accreditation(s): ACBSP
Program Type(s): UCO, UMN

The program is based on the concept that sales management education is an integrated business discipline that demonstrates the capabilities.

The business program offers a number of dynamic and exciting programs for undergraduate students and prepares them well to take leadership roles in corporate America.

OTHER NOTABLE PROGRAMS

The following schools provide opportunities for students to obtain some classroom training and/or practical experience specific to professional sales. Most are working with their universities to establish formal programs.

BUTLER UNIVERSITY
www.buiter.edu
Daniel McQuiston
dmcquist@butler.edu
College of Business
Indianapolis, IN 46208
317-940-9474

Butler University implemented an undergraduate sales emphasis in 2012. The program has 60 students. Students will be required to take Introductory Sales, Advanced Sales, Marketing Communications, and a sales-related internship. All students are required to take two internships. It is a class they take for credit. An innovative teaching method is also employed using storytelling that is transformed into “storyselling” assigned to two students each class.

HUSUN UNIverSITY COLLEGE OF BUSINESS
www.husson.edu
Bill Watson
bwwhv@comcast.net
1 College Circle
Bangor, ME 04401
703-966-1783

This was a new program to be offered in the summer of 2013, and expects to serve the local community as well as undergraduate students.

LOYOLA MARYMOUNT UNIVERSITY
http://www.lmu.edu/
Mark Leach
mleach@lmu.edu

College of Business Administration
1 LMU Drive
Los Angeles, CA 90045
310-338-1866

The Marketing major provides students with the option to focus on specific areas such as consumer behavior, market research, brand management, international marketing, promotion management, sales, business-to-business marketing, perspectives on consumption, pricing, marketing law, sports marketing, and global marketing strategy.

MARKETING CENTER MuenSTER
Dr. Manfred Kraft
mkraft@uni-muenster.de
Am Stadigraben 15-15
Muenster, Germany 48143
+49 251 83 25025

This program began in 2003 and consists of a Sales Management course.

METROPOLITAN STATE UNIVERSITY OF DENVER
www.msudevernu.edu/marketing
Scott Sherwood
sherwooo@msudenver.edu
1201 5th Street
Campus Box 079
Denver, CO 80217
303-352-4499

MSU Denver began offering a sales certificate through the School of Business in Spring, 2012. Currently they are seeking formal accreditation from AACSB, the program is open to any junior-level undergraduate regardless of major. The evolving sales center is the only one in Colorado.

MIDDLE TENNESSEE STATE UNIVERSITY
www.mtsu.edu/sales
Dr. Katie Kemp
kkemp@mtsu.edu
MTSU Box 429
Murfreesboro, TN 37132
615-898-2346

The evolving sales center is the only one in Colorado.

St. Catherine University
www.stkate.edu/sales

The evolving sales center is the only one in Colorado.
As sales education expands, so do the opportunities to become involved. Whether you attend a sales organization’s conference, a university’s sales competition or an SEF event, you can be confident that you are connecting with the top sales programs and their students.

SEF posts a list of upcoming events, including links to their websites (if available), on the SEF website. Visit www.salesfoundation.org and click on the Upcoming Events section to learn more and connect directly with these events.

### UNIVERSITY SALES COMPETITIONS

- **NCSC (National Collegiate Sales Competition):** Scheduled annually in March/April at Kennesaw State University (Kennesaw, GA)
- **WSCC (Western States Collegiate Sales Competition):** Scheduled annually in April at California State University (Chico, CA)
- **Sales Decathlon - Northern Illinois University:** Scheduled during the year at Northern Illinois University (DeKalb, IL)
- **Texas A&M Collegiate Sales Competition:** Scheduled annually in April at Texas A&M University (College Station, TX)
- **Ball State Regional Sales Competition:** Scheduled annually in October at Ball State University (Muncie, IN)
- **NTSC (National Team Selling Competition):** Scheduled annually in October at Indiana University Kelley School of Business (Bloomington, IN)
- **Great Northwoods Sales Warm-Up:** Scheduled annually in October/November at University of Wisconsin Eau Claire (Eau Claire, WI)
- **NISC (Northeast Intercollegiate Sales Competition):** Scheduled annually in November at Bryant University (Smithfield, RI)
- **ICSC (International Collegiate Sales Competition):** Scheduled annually in November at Florida State University (Tallahassee, FL)
- **RBI National Sales Challenge:** Scheduled annually in December at California State University, Chico (Chico, CA)
- **ICSC (International Collegiate Sales Competition):** Scheduled annually in November at Florida State University (Tallahassee, FL)
- **NTSC (National Collegiate Sales Competition):** Scheduled annually in October at Texas A&M University (College Station, TX)
- **Ball State Regional Sales Competition:** Scheduled annually in October at Ball State University (Muncie, IN)
- **NTSC (National Team Selling Competition):** Scheduled annually in October at Indiana University Kelley School of Business (Bloomington, IN)
- **Great Northwoods Sales Warm-Up:** Scheduled annually in October/November at University of Wisconsin Eau Claire (Eau Claire, WI)
- **NISC (Northeast Intercollegiate Sales Competition):** Scheduled annually in November at Bryant University (Smithfield, RI)
- **ICSC (International Collegiate Sales Competition):** Scheduled annually in November at Florida State University (Tallahassee, FL)
- **RBI National Sales Challenge:** Scheduled annually in December at California State University, Chico (Chico, CA)