

CERTIFICATES IN BUSINESS



ENTREPRENEURSHIP CERTIFICATE

The Certificate in Entrepreneurship provides students with skills and training in: identifying innovations and market opportunities, writing a business plan, obtaining funding, and launching a new company. All students take a common course that presents the fundamentals of entrepreneurship, then choose two additional courses, based on your interests, from a list of approved courses across academic disciplines.

ADMISSION REQUIREMENTS

- Undergraduate students in good standing at UT Arlington
- Non-enrolled (special, certificate only) students must have high school degree or GED, and 1100 on the SAT

CERTIFICATE REQUIREMENTS

Nine semester credit hours, which can be completed in conjunction with an existing undergraduate degree in any field or independently as a special student. Students must complete the appropriate prerequisites before enrolling in program courses. All nine hours must be completed at UTA.

MANA 3325 Entrepreneurship and Venture Management

Elective Options - select two courses

ART 4382 Entrepreneurship in Arts

ENGR 4302 Engineering Entrepreneurship

MANA 4333 Innovation, Creativity, and Entrepreneurship**

MANA 4345 Social Entrepreneurship**

URPA 4354 Nonprofit Management and Social Entrepreneurship

** Required for all business majors completing certificate

Certificate requires a cumulative 3.0 or better GPA for certificate courses. A student receiving any combination of grades of C, D, or F, in more than one certificate course or in two attempts of the same certificate course will be dismissed from the program.

PROFESSIONAL SALES CERTIFICATE

The Sales Certificate will enhance a student's abilities to sell themselves, their ideas, products, and services. It also equips students with knowledge and skills related to developing and managing mutually beneficial relationships with customers. It stresses ethical, technological, and global aspects of professional sales. The program has a strong theoretical background but emphasizes applications and practice. The Sales Certificate Program responds to the growing demand for students with a sales education and is available to both business and non-business majors.

ADMISSION REQUIREMENTS

- Completed 45 hours of college credit
- Admitted to a degree program
- Minimum UTA GPA of 2.0
- Maintain a 2.0 or better GPA in certificate coursework with a grade of C or better in every Sales Certificate course

CERTIFICATE REQUIREMENTS

The Sales Certificate requires 18 credit hours total, 12 hours of required courses and 6 credit hours from elective options listed. A minimum of nine hours must be completed at UT Arlington.

Required Courses - complete all four

BCOM 3360 Effective Business Communications

MARK 3321 Principles of Marketing

MARK 3322 Professional Selling

MARK 4308 Managing and Leading the Sales Force

Elective Options - select two courses

MARK 3323 Integrated Marketing Communications

MARK 3370 Social Media Marketing

MARK 4303 Retail and Service Marketing

MARK 4325 International Marketing

MARK 4393 Marketing Internship (marketing majors only)

A student receiving any combination of grades of D or F in more than one Sales Certificate course or in two attempts of the same certificate course will be dismissed from the Sales Certificate program.

