

Program Number 31-104-8 Technical Diploma • Two Terms

ABOUT THE PROGRAM

The Sales Representative technical diploma prepares the student to be a professional in both business-to-business and business-to-consumer environments. The student will have a fundamental understanding of selling techniques, sales strategies, customer relations management and customer service, professionalism, and Web-based selling and marketing. A graduate holding such a diploma may be expected to manage customers and accounts, prepare quotes and close sales, provide sales data and marketing analysis, and work inside sales, outside sales, retail sales, and other customer support roles. This technical diploma will ladder into the Marketing associate degree program.

PROGRAM OUTCOMES

- Develop marketing strategies.
- Develop selling strategies.
- Deliver sales presentations.
- Analyze sales information.
- Apply customer relationship building strategies.

CAREER AND EDUCATION ADVANCEMENT OPPORTUNITIES

LTC credits transfer to over 30 universities. For more information visit gotoltc.edu/future-students/transfer.

ADMISSION AND PROGRAM ENROLLMENT STEPS

- Submit online application.
- Submit transcripts (high school & other colleges). NOTE: Official transcripts required for acceptance of transfer credits; Financial Aid may require.
- Complete the online Student Success Questionnaire.
- Schedule a Program Advising Session with your assigned advisor to plan your first semester schedule, review your entire plan of study, discuss the results of the Student Success Questionnaire.

APPROXIMATE COSTS

- \$136.50 per credit tuition (WI resident) plus \$8.10 per credit student activity fee. \$10 per credit online or hybrid fee. Material fee varies depending on course. Other fees vary by program. Visit gotoltc.edu/financial-aid/tuition-and-fees for details.

FINANCIAL AID

This program is eligible for financial aid. Visit gotoltc.edu/Financial-Aid or talk with your Career Coach about how to apply for aid.

SPECIAL NOTE

This program is also offered in an online delivery format. Contact an advisor for details.

RELATED PROGRAMS

- Marketing In A Digital Era Associate Degree

CONTACT

LTC Career Coach
920.693.1162 • CareerCoach@gotoltc.edu

Catalog No.	Class Title	Credit(s)
Term 1		
10102110	Intro to Business	3
10103121	Excel - Level 1	1
10104102	Marketing, Principles of	3
10104104	Selling Strategies	3
10105128	Personal Branding	2
10801198	Speech	3
		15
Term 2		
10104105	B2B Sales and CRM	3
10104124	Research and Web Analytics	3
10104134	Direct Marketing, PR and Media	3
10104136	Retail Marketing	3
		12
		TOTAL 27

Curriculum and Program Acceptance requirements are subject to change. Program start dates vary; check with your advisor for details. The tuition and fees are approximate based on 2019-2020 rates and are subject to change prior to the start of the academic year.



B2B SALES AND CRM...enhances the student's ability to create business to business selling strategies and understand the factors affecting the sales funnel. Students will develop an understanding of CRM, account management, sales leadership and motivation, and sustaining the brand in the new era of Sales 2.0. PREREQUISITE: 10104104 Selling Strategies

DIRECT MARKETING, PR AND MEDIA...provides the student with an overview of direct marketing, public relations, and social media as it relates to the consumer. Various channels of direct marketing will be investigated including social media, mobile marketing, email marketing, and traditional direct marketing strategies. PREREQUISITE: 10104102 Principles of Marketing

EXCEL - LEVEL 1...introduces the student to spreadsheet features such as creating, saving, editing, navigating, formatting worksheets; entering formulas and functions; working with charts; and developing multiple-sheet workbooks.

INTRODUCTION TO BUSINESS...provides an introduction to the world of business from both the organizational and managerial viewpoint. It examines areas of business including the business environment, business formation, planning, operations, accounting, marketing, human resource management, and building effective teams.

MARKETING, PRINCIPLES OF...introduces the student to the consumer decision process model, the bases used to segment a market, basic concepts about goods, services, and ideas, the nature of supply chain and distribution, integrated marketing communications, and the stages of the product life cycle and their impact on the marketing mix. COREQUISITE: 10104104 Selling Strategies

PERSONAL BRANDING...focuses on the importance of developing a strong brand identity for yourself as a professional. As a prospective employee, you are constantly selling yourself from how you talk, walk, dress, your facial expressions, and your body language; people are always forming impressions of you. In this course, you will develop a professional resume, cover letter, practice interview skills, and learn the role of social media in career development.

RESEARCH AND WEB ANALYTICS...provides the student with the ability to distinguish between quantitative and qualitative research techniques, primary and secondary data, and the marketing research process. In addition students will learn how web analytics and mobile technology have affected the marketing research process. PREREQUISITE: 10104102 Principles of Marketing

RETAIL MARKETING...provides the student with current developments in retail marketing. Students will learn about types of retailers, customer service, distribution and inventory control, and online and traditional retailing methods. PREREQUISITE: 10104102 Principles of Marketing

SELLING STRATEGIES...prepares the student to understand the business to consumer selling process, the technological advancement in selling, and the importance of customer relationship management. COREQUISITE: 10104102 Prin of Marketing

SPEECH...explores the fundamentals of effective oral presentation to small and large groups. Topic selection, audience analysis, methods of organization, research, structuring evidence and support, delivery techniques, and other essential elements of speaking successfully, including the listening process, form the basis of the course. COREQUISITE: 10838105 Intro Reading and Study Skills or Reading placement assessment equivalent