

**WILLIAM RAINEY HARPER COLLEGE
FAST TRACK PROGRAM**

Customer Success and Sales Certificate Fall 2024: Sample Schedule

Your personal schedule may be different

Start Date: August 12, 2024

All Courses Are Online “Anytime”

Semester 1: Fall 2024	
<u>Course Name</u>	<u>Dates</u>
Orientation: Required online orientation.	Online orientation site opens week of Aug. 12
MGT 111 (3 credits): Intro. to Business Organization	Online 8/19 – 10/13 (8 weeks) <i>See course syllabus for due dates</i>
MKT 140 (3 credits): Principles of Professional Selling	Online 10/14 – 12/8 (8 weeks) <i>See course syllabus for due dates</i>
<i>Break 12/9/24 – 1/12/25</i>	
Semester 2: Spring 2025	
MKT 180 (3 credits): Strategic Communication for a Digital World	Online 1/13 – 3/9 (8 weeks) <i>See course syllabus for due dates</i>
MKT 146 (3 credits): Customer Service Skills for Success	Online 3/10 – 5/11 (9 weeks) <i>See course syllabus for due dates</i>
Semester 3: Summer 2025	
MKT 243 (3 credits): Social Commerce & Sales	Online 5/19 – 6/29 (6 weeks) <i>See course syllabus for due dates</i>
<i>Break 6/30 – 8/17</i>	
Semester 4: Fall 2025	
MKT 252 (3 credits): Internet Marketing	Online 8/18 – 10/12 (8 weeks) <i>See course syllabus for due dates</i>
MKT 147 (3 credits): Salesforce®: Customer Relationship Management	Online 10/13 – 12/7 (8 weeks) <i>See course syllabus for due dates</i>
Graduation: Customer Success and Sales Certificate	

Fast Track general homework expectation: 10-20 hours per week per course.

Course	Prerequisites
MKT 180	Recommended preparation: ENG101 or placement into ENG101 due to the language emphasis of the course.