

Certificate in Sales Management

- Interpret how great (or not) your sales staff's attitude or beliefs are today
- Demonstrate how to remove barriers and risks so the customer will move forward with confidence
- Establish meaningful goals to ensure higher levels of sales success
- Learn how to deliver sustainable results
- Develop a motivating personal vision

Gain Next Level Sales Leadership Skills...Powered by Dale Carnegie Training® and Sullivan University!

sullivan.edu/dc/certificates



Short-Term Commitment. Long-Time Rewards.

Master the skills you need to lead and manage an energized and effective sales team.

How would you like to gain a whole new set of business skills — skills that can increase your value as a leader in your organization? This certificate is ideal for individuals who are being held accountable for the productivity and performance of a sales team. The **Sales Management Certificate Program** from the Sullivan University School of Business will help you gain these coveted skills quickly.

With the **Sales Management Certificate Program**, you'll gain access to the blended resources of Dale Carnegie Training® and Sullivan

University, organizations driven by the pursuit of practical knowledge and professional achievement.

The world-class Dale Carnegie courses allow you to strengthen your leadership skills in a powerful live classroom environment in cities all across the United States and around the world. The Sullivan component offers you the convenience of **online learning** to broaden your essential sales management competencies.

Find out more at sullivan.edu/dc/certificates.



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The Courses you'll take		Earn
<i>Dale Carnegie Training® courses</i>		
DCA 302	Leadership Training for Managers	4 credits
DCA 303	The Sales Advantage	4 credits
<i>Sullivan University courses</i>		
MGT 304	Principles of Management	4 credits
MKT 215	Principles of Sales Presentations	4 credits
MGT 475	Specialized Case Studies	4 credits



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**DALE CARNEGIE®
TRAINING**





About Dale Carnegie Training®

Dale Carnegie Training® emphasizes practical principles and processes by delivering programs that equip people with the knowledge, skills and practices they need to add value to the business. Connecting proven solutions with real-world challenges, Dale Carnegie Training® is recognized internationally as the leader of employee engagement.



Founded in 1912, Dale Carnegie Training® has evolved from one man's belief in the power of self-improvement to a performance based training company with offices worldwide. Dale Carnegie has offices in more than 85 countries and offering courses in 30 languages. We focus on giving people in business the opportunity to sharpen their skills and improve their performance in order to build positive, steady, and profitable results.

Dale Carnegie's original body of knowledge has been constantly updated, expanded and refined through nearly a century's worth of real-life business experiences. The 160 Carnegie Managing Directors around the world use their training and consulting services with companies of all sizes in all business segments to increase knowledge and performance. The result of this collective, global experience is an expanding reservoir of business acumen that our clients rely on to drive business results.

About Sullivan University

Sullivan University is the Commonwealth of Kentucky's largest independent college or university with an enrollment of over 6,000 students. It is the flagship institution of The Sullivan University System which serves over 12,000 students each year.

Sullivan University and its faculty and staff have received numerous awards and honors. It is recognized as one of the United States' leading career-focused Universities. The University offers classes year-round on a four quarter class schedule allowing students to receive education and training year-round and to accelerate graduation.

The University and its staff are recognized leaders in online distance education and serve as consultants to other colleges as well as being authors in this dynamic growing education delivery system. Over 1,300 faculty and staff provide service 24 hours a day to students from 38 states and over 58 countries pursuing certificates and degrees on line worldwide; in hybrid (combined online and on campus) classes, and in totally on-campus classes.



The University is regionally accredited by the Commission on Colleges of the Southern Association of Colleges and schools-one of the six regional accrediting agencies in the United States which accredit the majority of the United States major colleges and universities. Sullivan is accredited to award associate, bachelor's, master's and doctoral degrees and awards both the Doctor of Pharmacy and a Ph.D. in Management.



CONTACT INFO:

[Redacted contact information box]