



**Brock University**

Niagara Region  
1812 Sir Isaac Brock Way.  
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brocku.ca/goodman

**Requirements to gain the Professional Sales Certificate:**

For Undergraduate Students, they have to ensure completing the following four courses:

Name of the required courses	Course Codes
Principles of Business	MGMT1P93
Principles of Communication in the Business Environment	MGMT1P96
Professional Selling and Sales Management	MKTG4P26
Internet and Social Media Marketing	MKTG4P93

For MBA Students, they have to complete the following five courses:

Name of the required courses	Course Codes	Notes	Agreement with CPSA
Financial Management	MBAB5P08		
Business Strategy	MBAB5P21		
Sales Management	MBAB5P67		
Business Law*	MBAB5P24	MBAB5P24 was added after it was possible for any of our current students to take the Business Law course as it is only offered in the fall of first year	Accepted taking MBAB5P25 (Ethics) and MBAB5P69 (integrated Marketing Communications) in lieu of MBAB5P24 (Business Law) during the transition period
Internet and Social Media Marketing			

\* There is a 12 months transition period effective of Feb. 2019 for the Business Law course