COURSE SYLLABUS · PLANNED PROFESSIONAL CERTIFICATE

Sales Management Essentials

Part of: Marketing Management

Credential	Planned duration	Delivery	Planned tuition
Professional Certificate	3–6 months	Hybrid: online, live virtual sessions, selected in-person activity in Washington, DC	$100 per credit-equivalent, where applicable

Learning outcome

Apply core sales-pipeline techniques.

Career application

Sales representative/team lead. Illustrative only; not a placement, salary or employment guarantee.

Academic pathway

Eligible coursework may apply toward: **Marketing Management Diploma**, under NBU's academic-progression and transfer-credit policies. Actual credit application is decided case by case.

Course schedule, readings and assessment

The instructor, weekly topics, readings, assignments and grading for this course are issued in the faculty-approved course syllabus before the course begins and published on the program page. They follow NBU's academic policies in the 2026–2027 catalog.

Support

Admissions: admissions@nationbuilderuniversity.com · Accessibility: accessibility@nationbuilderuniversity.com · Careers and internships: careers@nationbuilderuniversity.com

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