



**The Professional Selling Program  
Agreement**

**As a student in The Professional Selling Certificate Program:**

1. I will make an B- or better in all required sales courses and required electives I take at GSU while striving to make an A or better in all Marketing, Sales and required elective courses.
2. I will furnish The Professional Selling Program faculty team with an updated copy of all my grades after each semester prior to the beginning of the subsequent semester.
3. I will always represent The Professional Selling Program, my classmates and faculty in the program with professionalism and integrity.
4. I will, at a minimum, wear business casual clothing to all my marketing, sales and required elective courses.
5. I will learn interviewing skills and become proficient at these skills.
6. At a minimum I will attend 90% of all of the classes in the section to which I have been assigned. If another section of that course is available I will attend that class in place of the class I have missed.
7. When The Professional Selling Program offers opportunities to hear accomplished speakers from companies outside of normal class time, I will make every effort to attend those sessions in order to learn more about the profession I intend to pursue and to network with influential, successful people in that profession.
8. I understand that only by fulfilling these agreements as well as the academic criteria shown in the undergraduate catalogue of Georgia State University that I will receive this certificate.

I agree to be held accountable to these standards until I graduate from the program.

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Signature

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Date

**As members of the faculty team in The Professional Selling Certificate Program:**

1. We will be accessible to all students in the Program. We will make every attempt to respond to all student requests within 2 business days during regular semesters.
2. We will use all of our expertise to teach students the skills and knowledge they need to successfully enter the sales world.
3. We will work with students to help make them interview proficient.
4. We will meet with students in The Professional Sales Program at the end of each semester to provide feedback and evaluation in order to improve their performance.
5. We will constantly keep abreast of valid new research, information, concepts and techniques in order to keep the education of our students up to speed with current practices in the marketplace.
6. We will come to each and every class thoroughly prepared for that day's lesson and be fully engaged in working with each class so they may thoroughly understand the materials presented for that day.
7. We will continually challenge students to learn outside the classroom and provide suggestions, support, and guidance on how to do that.
8. We will use professionals from the business world both in class and outside of class to assist the students in the learning process.

We agree to be held accountable to these professional standards for staff and faculty in The Professional Sales Certificate Program.

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