

**Sales for Small Businesses - Durham College Stacked Micro-credential**

***Program of Study 2023/2024***

- Within this stacked micro-credential the words "course" and "micro-credential" are interchangeable
- Students starting in the 2023/2024 academic year (September - August) must follow the Program of Study shown below.
- If you began your studies prior to the 2023/2024 academic year, please contact Professional and Part-time Learning at 905-721-3052 or [ppl@durhamcollege.ca](mailto:ppl@durhamcollege.ca) to obtain the Program of Study that applies to your start date.
- You will have a maximum of 6 semesters (2 years) from the start date of your first course/micro-credential to complete the stacked micro-credential. Each individual course/micro-credential must be completed by its scheduled end date.
- Upon successfully completing each individual course/micro-credential a digital badge will be issued to you through your DC Mail account.
- Upon successfully completing all the individual courses/micro-credentials below and any additional specific requirements, you may apply to graduate from the stacked micro-credential by emailing [pplbadges@durhamcollege.ca](mailto:pplbadges@durhamcollege.ca). Once verified, a digital badge will be issued to you.
- Not all courses/micro-credentials are available every semester. Please visit the [Program webpage](#) to view current availability.
- Tip: Monitor your progress by entering your grades and completion dates in the column provided below.

<b>Required Courses (suggested sequence of study)</b>					
<b>Course Name</b>	<b>Course Codes (used when registering)</b>		<b>Micro-credential Program Code <small>(used for OSAP purposes)</small></b>	<b>Pre- requisite(s)*</b>	<b>Completion Date &amp; Grade</b>
<b>Building Client and Business Relationships</b>	Online	CCSC 1980	BLCR	N/A	
<b>Developing Client-focused Solutions</b>	Online	SALE 1981	DCFS	N/A	
<b>Prospecting and Pipeline Management</b>	Online	SALE 1982	PPMT	N/A	
<b>Negotiation, Closing and Follow-up</b>	Online	SALE 1980	NCFL	N/A	

**\*Courses without a pre-requisite(s) can be taken at anytime during your Program of Study**