

TECHNICAL SALES (CERTIFICATE N0856)

Natural Sciences Division

Certificate N0856

The Technical Sales program is designed to prepare the student for a career in a wide range of industries including sales engineering, technical sales and technical customer service. Jobs in technical sales support engineering, science, and pharmaceutical companies; and the products they bring to market through technical buyers.

Required Courses

Course Prefix	Course Name	Units
ENGL 1A	Freshman Composition	4
or ENGL 1AH	Freshman Composition - Honors	
or ENGL 1AM	College Composition for Non-Native English Speakers	
or AMLA 1A	College Composition for Non-Native English Speakers	
ENGR 1C	Engineering Critical Thinking	3
ENGT 10A	Foundations of Technical Sales	2
ENGT 10B	Technical Sales Strategies	2
Choose one of the following:		3-4
MATH 150	Trigonometry	
or MATH 160	Precalculus Mathematics	
or MATH 180	Calculus and Analytic Geometry I	
SPCH 1A	Public Speaking	4
or SPCH 1AH	Public Speaking - Honors	
or SPCH 8	Professional and Organizational Speaking	
or SPCH 8H	Professional and Organizational Speaking - Honors	
Total Units		18-19

Please see the Mt. San Antonio College Engineering, Engineering Technology and Surveying Program Website (<https://www.mtsac.edu/engineering/>) for updated information on program courses, transfer help, extracurricular activities, faculty contact information and more.

Program Learning Outcomes

Review Student Learning Outcomes (SLOs) (<http://www.mtsac.edu/instruction/outcomes/sloinfo.html>) for this program.