

**WILLIAM RAINEY HARPER COLLEGE
FAST TRACK PROGRAM**

Customer Success and Sales Certificate Spring 2025: Sample Schedule

Your personal schedule may be different

Start Date: January 6, 2025

All Courses Are Online "Anytime"

Semester 1: Spring 2025	
<u>Course Name</u>	<u>Dates</u>
Orientation: Required online orientation.	Online orientation site opens week of Jan. 6
MGT 111 (3 credits): Intro. to Business Organization	Online 1/13 – 3/9 (8 weeks) <i>See course syllabus for textbook and assignments.</i>
MKT 140 (3 credits): Principles of Professional Selling	Online 3/10 – 5/11 (9 weeks) <i>See course syllabus for textbook and assignments.</i>
Semester 2: Summer 2025	
MKT 243 (3 credits): Social Commerce & Sales	Online 5/19 – 6/29 (6 weeks) <i>See course syllabus for textbook and assignments.</i>
Break 6/30 – 8/17	
Semester 3: Fall 2025	
MKT 180 (3 credits): Strategic Communication for a Digital World	Online 8/18 – 10/12 (8 weeks) <i>See course syllabus for textbook and assignments.</i>
MKT 146 (3 credits): Customer Service Skills for Success	Online 10/13– 12/7 (8 weeks) <i>See course syllabus for textbook and assignments.</i>
Break 12/8/25 – 1/11/26	
Semester 4: Spring 2026	
MKT 147 (3 credits): Salesforce®: Customer Relationship Management	Online 1/12 – 3/8 (8 weeks) <i>See course syllabus for textbook and assignments.</i>
MKT 252 (3 credits): Internet Marketing	Online 3/9 – 5/10 (9 weeks) <i>See course syllabus for textbook and assignments.</i>
Graduation: Customer Success and Sales Certificate	

Fast Track general homework expectation: 10-20 hours per week per course.

Course	Prerequisites
MKT 180	Recommended preparation: ENG101 or placement into ENG101 due to the language emphasis of the course.