

# University of Phoenix - Prior Learning Assessment - Corporate Articulation

## CRUISE LINE INTERNATIONAL ASSOCIATION



### Credit Recommendation Guide (CRG)

The following courses have been evaluated by Corporate Articulation to potentially fulfill General Education or Elective credits for an Undergraduate Degree. In order to receive any of the credits recommended below, students should submit supporting documents to Prior Learning Assessment. For more information on PLA visit: [ecampus.phoenix.edu/pla](http://ecampus.phoenix.edu/pla) or contact the department toll free at 866-440-4707.

\*NOTE: Fees are applicable for credits evaluated.

PLA will not award credit for certifications or coursework that duplicates the content of credits earned through PLA, transfer credit, National Testing Program credit or University of Phoenix.

Clock hour to semester credit hour conversions are made based on current academic standards as outlined in the academic policy of the University.

#### University of Phoenix Equivalency: (General Education or Elective category to which credit can be applied)

Combinable: Courses may only be combined with courses of similar content, modality and General Education/Elective areas.

Non-Academic: Lack of college level theory and/or principle necessary for credit recognition. Company specific and skill-based training.

Too Few Hours: Courses/training that cannot receive credit because they are less than 1 hour total in length. Similar content in a 1(+) hour timeframe may be eligible for credit.

Applicable Hours: Indicates the total amount of actual learning time. Any breaks or lunch time included in the initial clock hours have been removed.

Course Number	Course Title	Delivery Method	Course Year	Course Length	Applicable Hours	Credits Recommended	University of Phoenix Equivalency
<b>***NOTE: SOME OF THE FOLLOWING COURSES AND SEMINARS HAVE DIFFERENT COURSE TITLES BUT COVER SIMILAR OR EXACT SAME MATERIALS USING DIFFERENT MODALITIES. DUPLICATE CREDIT WILL <u>NOT</u> BE AWARDED.***</b>							
<b>CERTIFICATIONS</b>							
	CLIA ACCREDITED CRUISE COUNSELLOR						*** CREDIT AWARD MAY VARY AS STUDENT MUST COMPLETE 100 CREDITS WORTH OF THE MATERIALS LISTED BELOW. STUDENT MUST SUBMIT THROUGH PRIOR LEARNING ASSESSMENT FOR AN IN-HOUSE EVALUATION.***
	CLIA MASTER CRUISE COUNSELLOR						*** CREDIT AWARD MAY VARY AS STUDENT MUST HAVE ACC CERTIFICATION ABOVE AND COMPLETE 100 CREDITS WORTH OF THE MATERIALS LISTED BELOW. STUDENT MUST SUBMIT THROUGH PRIOR LEARNING ASSESSMENT FOR AN IN-HOUSE EVALUATION.***
	CLIA ELITE CRUISE COUNSELLOR						*** CREDIT AWARD MAY VARY AS STUDENT MUST HAVE MCC CERTIFICATION ABOVE AND COMPLETE 20 CREDITS WORTH OF THE MATERIALS LISTED BELOW. STUDENT MUST SUBMIT THROUGH PRIOR LEARNING ASSESSMENT FOR AN IN-HOUSE EVALUATION.***

Course Number	Course Title	Delivery Method	Course Year	Course Length	Applicable Hours	Credits Recommended	University of Phoenix Equivalency
	LUXURY CRUISE SPECIALIST	***CREDITS WILL VARY BASED ON NUMBER OF COURSES STUDENT IS REQUIRED TO COMPLETE FOR SAID YEAR. STUDENT MUST SUBMIT THROUGH PRIOR LEARNING ASSESSMENT FOR AN IN-HOUSE EVALUATION.***					
	ASSOCIATE CRUISE DEGREE (UNITED STATES)	*** CREDIT AWARD MAY VARY AS STUDENT MUST COMPLETE 80 CREDITS WORTH OF THE MATERIALS LISTED BELOW. STUDENT MUST SUBMIT THROUGH PRIOR LEARNING ASSESSMENT FOR AN IN-HOUSE EVALUATION. THIS CERTIFICATION DOES LEAD TOWARD THE ABOVE COUNSELOR LICENSES AND DUPLICATE CREDIT WILL NOT BE AWARDED***					
	ASSOCIATE CRUISE PROGRAM (CANADA)	*** CREDIT AWARD MAY VARY AS STUDENT MUST COMPLETE 80 CREDITS WORTH OF THE MATERIALS LISTED BELOW. STUDENT MUST SUBMIT THROUGH PRIOR LEARNING ASSESSMENT FOR AN IN-HOUSE EVALUATION. THIS CERTIFICATION DOES LEAD TOWARD THE ABOVE COUNSELOR LICENSES AND DUPLICATE CREDIT WILL NOT BE AWARDED***					
	CLIA INSTITUTE TRACK AT CRUISE3SIXTY	CLASSROOM	2010	5 DAYS	0	0	NON-ACADEMIC
***NOTE: THE ABOVE CERTIFICATION IS PROVIDED IN PART BY A THIRD PARTY TRAINER AND MUST BE SUBMITTED THROUGH PRIOR LEARNING ASSESSMENT FOR AN IN-HOUSE EVALUATION.***							
SEMINARS							
1	CRUISE VACATIONS - AN INTRODUCTION	CLASSROOM	01/2010-12/2010	3 HOURS	0	0	NON-ACADEMIC
2	PRINCIPLES OF PROFESSIONAL SELLING	CLASSROOM	01/2010-12/2010	3 HOURS	2.83	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
3	POWER SELLING TECHNIQUES	CLASSROOM	01/2010-12/2010	3 HOURS	2.83	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
4	GROUP SALES MADE EASY	CLASSROOM	01/2010-12/2010	3 HOURS	2.83	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
5	DIRECT MAIL THAT SELLS	CLASSROOM	01/2010-12/2010	3 HOURS	2.83	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
6	CRUISING-KNOWING THE WORLD YOU SELL	CLASSROOM	01/2010-12/2010	3 HOURS	0	0	NON-ACADEMIC
7	EFFECTIVE PRESENTATION SKILLS	CLASSROOM	01/2010-12/2010	3 HOURS	2.83	COMBINABLE	COMMUNICATION ARTS
8	PSYCHOLOGY OF SELLING	CLASSROOM	01/2010-12/2010	3 HOURS	2.83	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
9	CREATING A CRUISE MARKETING PLAN	CLASSROOM	01/2010-12/2010	3 HOURS	2.83	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
10	CRUISING-THE ULTIMATE INCENTIVE	CLASSROOM	01/2010-12/2010	3 HOURS	0	0	NON-ACADEMIC
11	NEGOTIATING TO WIN	CLASSROOM	01/2010-12/2010	3 HOURS	2.83	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
12	SELLING TO SPECIAL INTERESTS - NICHE MARKETS	CLASSROOM	01/2010-12/2010	3 HOURS	0	0	NON-ACADEMIC

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13	CHOOSING CHAMPIONS: HOW TO FIND, TRAIN, MOTIVATE AND KEEP YOUR EMPLOYEES	CLASSROOM	01/2010-12/2010	3 HOURS	2.83	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
14	MANAGING YOUR TIME EFFECTIVELY	CLASSROOM	01/2010-12/2010	3 HOURS	2.83	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
15	LOCAL PUBLIC RELATIONS TECHNIQUES: HOW TO MAXIMIZE YOUR AGENCY'S VISIBILITY	CLASSROOM	01/2010-12/2010	3 HOURS	0	0	NON-ACADEMIC
16	CUSTOMER RELATIONS MANAGEMENT: MADE EASY	CLASSROOM	01/2010-12/2010	3 HOURS	2.83	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
17	BUILDING A SMART BUSINESS PLAN	CLASSROOM	01/2010-12/2010	3 HOURS	2.83	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
18	WHO ARE YOU? AN EXPLORATION OF YOUR ABILITIES, SKILLS AND STRENGTHS	CLASSROOM	01/2010-12/2010	3 HOURS	0	0	NON-ACADEMIC
19	DELIVERING GREAT CUSTOMER SERVICE	CLASSROOM	01/2010-12/2010	3 HOURS	2.83	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
<b>MINI MODULES</b>							
037	PROFESSIONAL SELLING SKILLS	CLASSROOM	01/2010-12/2010	1.5 HOURS	1.5	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
035	UNDERSTANDING GROUPS	CLASSROOM	01/2010-12/2010	1.5 HOURS	1.5	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
038	BUILDING CLIENT LOYALTY	CLASSROOM	01/2010-12/2010	1.5 HOURS	1.5	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
036	SPECIAL INTEREST MARKETING	CLASSROOM	01/2010-12/2010	1.5 HOURS	0	0	NON-ACADEMIC
533	RELATIONSHIP MANAGEMENT	CLASSROOM	01/2010-12/2010	1.5 HOURS	1.5	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
	BETTER LISTENING SKILLS FOR BETTER BUSINESS	CLASSROOM	01/2010-12/2010	1.5 HOURS	1.5	COMBINABLE	COMMUNICATION ARTS
<b>ONLINE SALES TRAINING CRUISE COUNSELLOR COURSES</b>							
	DELIVERING GREAT CUSTOMER SERVICE	SELF-PACED	01/2010-12/2010	3 HOURS	3	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
	WHO ARE YOU? AN EXPLORATION OF YOUR ABILITIES, SKILLS AND STRENGTHS	SELF-PACED	01/2010-12/2010	3 HOURS	0	0	NON-ACADEMIC
	UNDERSTANDING THE LUXURY MARKETPLACE	SELF-PACED	01/2010-12/2010	3 HOURS	3	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
	BUILDING A SMART BUSINESS PLAN	SELF-PACED	01/2010-12/2010	2 HOURS	2	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
	CRUISE DESTINATIONS: A FAM TOUR OF PORTS WESTERN HEMISPHERE	SELF-PACED	01/2010-12/2010	3 HOURS	0	0	NON-ACADEMIC
	CRUISE DESTINATIONS: A FAM TOUR OF PORTS EASTERN HEMISPHERE	SELF-PACED	01/2010-12/2010	3 HOURS	0	0	NON-ACADEMIC

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	CRUISE VACATIONS - AN INTRODUCTION - 3RD EDITION	SELF-PACED	01/2010-12/2010	3 HOURS	0	0	NON-ACADEMIC
	PRINCIPLES OF PROFESSIONAL SELLING - 3RD EDITION	SELF-PACED	01/2010-12/2010	3 HOURS	3	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
	POWER SELLING TECHNIQUES - 3RD EDITION	SELF-PACED	01/2010-12/2010	3 HOURS	3	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
	DIRECT MAIL THAT SELLS - 2ND EDITION	SELF-PACED	01/2010-12/2010	3 HOURS	3	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
	CREATING A CRUISE MARKETING PLAN - 2ND EDITION	SELF-PACED	01/2010-12/2010	3 HOURS	3	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
	GROUP SALES: MADE EASY - 2ND EDITION	SELF-PACED	01/2010-12/2010	3 HOURS	0	0	NON-ACADEMIC
	NEGOTIATING TO WIN - 2ND EDITION	SELF-PACED	01/2010-12/2010	3 HOURS	3	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
	CRUISING - THE ULTIMATE INCENTIVE - 2ND EDITION	SELF-PACED	01/2010-12/2010	3 HOURS	0	0	NON-ACADEMIC
	THE PSYCHOLOGY OF SELLING - SECOND EDITION	SELF-PACED	01/2010-12/2010	3 HOURS	3	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
	CHOOSING CHAMPIONS - 2ND EDITION	SELF-PACED	01/2010-12/2010	3 HOURS	3	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
	SELLING TO SPECIAL INTERESTS / NICHE MARKETS - 2ND EDITION	SELF-PACED	01/2010-12/2010	3 HOURS	0	0	NON-ACADEMIC
	EFFECTIVE PRESENTATION SKILLS - 2ND EDITION	SELF-PACED	01/2010-12/2010	3 HOURS	3	COMBINABLE	COMMUNICATION ARTS
	CRUISE GEOGRAPHY...KNOWING THE WORLD YOU SELL - 2ND EDITION	SELF-PACED	01/2010-12/2010	3 HOURS	3	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
	MANAGING YOUR TIME EFFECTIVELY - 2ND EDITION	SELF-PACED	01/2010-12/2010	3 HOURS	3	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
	LOCAL PUBLIC RELATIONS TECHNIQUES	SELF-PACED	01/2010-12/2010	3 HOURS	3	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
	CLIA FLEET REVIEW	SELF-PACED	01/2010-12/2010	3 HOURS	0	0	NON-ACADEMIC
	CUSTOMER RELATIONS MANAGEMENT	SELF-PACED	01/2010-12/2010	3 HOURS	3	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
	MARKETING YOUR AGENCY ON THE INTERNET	SELF-PACED	01/2010-12/2010	3 HOURS	3	COMBINABLE	INTERDISCIPLINARY / ELECTIVE
<b>CLIA VIDEO/DVD TRAINING</b>							
	PROFITING FROM THE POWER OF GROUPS	SELF-PACED	01/2010-12/2010	40 MINUTE	0	0	NON-ACADEMIC
	DELIVERING GREAT SERVICE	SELF-PACED	01/2010-12/2010	35 MINUTE	0	0	TOO FEW HOURS

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	CLIA'S TECH TIPS: MAKING TODAY'S TECHNOLOGY WORK FOR YOU	SELF-PACED	01/2010-12/2010	26 MINUTE	0	0	NON-ACADEMIC
	SECRETS OF SUCCESS: 10 STRATEGIES TO INCREASE YOUR PROFITABILITY	SELF-PACED	01/2010-12/2010	40 MINUTE	0	0	TOO FEW HOURS
	SELLING CRUISES AS A HOME-BASED AGENT	SELF-PACED	01/2010-12/2010	30 MINUTE	0	0	NON-ACADEMIC
	MARKETING YOUR AGENCY ON THE INTERNET	SELF-PACED	01/2010-12/2010	25 MINUTE	0	0	TOO FEW HOURS
	TURN YOUR AGENCY INTO A CRUISE VACATION STORE	SELF-PACED	01/2010-12/2010	20 MINUTE	0	0	NON-ACADEMIC
	INTRODUCTION TO SUCCESSFUL CRUISE SELLING - 2ND EDITION	SELF-PACED	01/2010-12/2010	35 MINUTE	0	0	TOO FEW HOURS
	EFFECTIVE DIRECT MAIL TECHNIQUES	SELF-PACED	01/2010-12/2010	20 MINUTE	0	0	TOO FEW HOURS
	CLOSING THE CRUISE SALE	SELF-PACED	01/2010-12/2010	35 MINUTE	0	0	TOO FEW HOURS
	CRUISING... KNOWING THE WORLD YOU SELL	SELF-PACED	01/2010-12/2010	70 MINUTE	0	0	NON-ACADEMIC
	PRINCIPLES OF PROFESSIONAL SELLING - 2ND EDITION	SELF-PACED	01/2010-12/2010	35 MINUTE	0	0	TOO FEW HOURS
	CLIA'S GUIDE TO ESCORTING GROUPS	SELF-PACED	01/2010-12/2010	65 MINUTE	0	0	NON-ACADEMIC
	CONVERTING LANDLOCKED VACATIONERS INTO CRUISE VACATIONERS	SELF-PACED	01/2010-12/2010	30 MINUTE	0	0	NON-ACADEMIC
	SELLING SPECIAL INTERESTS/NICHE CRUISING	SELF-PACED	01/2010-12/2010	30 MINUTE	0	0	TOO FEW HOURS