DELL INC.

2011-2015 Credit Recommendation Guide

The following courses have been evaluated by Corporate Articulation to potentially fulfill General Education or Elective credits for an Undergraduate Degree. In order to potentially 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** or contact the department toll free at 866-440-4707.

There are fees associated with your PLA submission. However, you may be eligible for PLA benefits. Please contact your Finance Advisor for more information.

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 by the University using current U.S. Department of Education standards.

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 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.

FALSE

The credit awards shown are for informative purposes, state and program limits on Prior Learning Assessment credit may apply.

Course Number	Course Title	Delivery Method	Course Year	Course Length		Applicable Hours	Credits Recommended	University of Phoenix Equivalency
GSTS3235	Account Planning for Channel Level 2	Classroom	01/2014-08/2015	8	Hour(s)	8	0.5	Interdisciplinary/Elective
GSTS3081	Account Planning Level 2	Classroom	06/2013-08/2015	8	Hour(s)	8	0.5	Interdisciplinary/Elective
GSTS3080	Account Planning Level 3	Classroom	06/2013-08/2015	8	Hour(s)	8	0.5	Interdisciplinary/Elective
GSTS3238	Coach the Coach – Best Practice Sales Tools	Classroom	07/2014-08/2015	8	Hour(s)	8	0.5	Interdisciplinary/Elective
GSTS3077	Consultative Selling Skills for Channel	Classroom	01/2013-08/2015	16	Hour(s)	16	1.0	Interdisciplinary/Elective
GSTL3007	Consultative Selling Skills Fundamentals	Classroom	12/2011-08/2015	16	Hour(s)	16	1.0	Interdisciplinary/Elective
GSTS3028	Core Selling Skills: Face to Face Selling	Classroom	03/2012-08/2015	8	Hour(s)	8	0.5	Interdisciplinary/Elective
GSTS3025	Core Selling Skills: Negotiation Bid	Classroom	03/2012-08/2015	8	Hour(s)	8	0.5	Interdisciplinary/Elective
GSTS3014	Customer Mindset	Classroom	02/2011-08/2015	8	Hour(s)	8	0.5	Interdisciplinary/Elective

Course Number	Course Title	Delivery Method	Course Year	Course Length		Applicable Hours	Credits Recommended	University of Phoenix Equivalency
GSTL3039	Dell Sales Management System	Classroom	01/2013-08/2015	8	Hour(s)	8	0.5	Interdisciplinary/Elective
GSTS3242	Dell Sales Management System & Coach the Coach	Classroom	07/2014-08/2015	16	Hour(s)	16	1.0	Interdisciplinary/Elective
GSTS3222	Essential Relationship Selling Skills	Classroom	02/2013-08/2015	12	Hour(s)	12	0.5	Interdisciplinary/Elective
GSTS3047	Exceptional Presentations	Classroom	11/2012-08/2015	16	Hour(s)	16	1.0	Interdisciplinary/Elective
GSTS3050	Executive Communications	Classroom	11/2012-08/2015	16	Hour(s)	0	0.0	Non-Academic
GSTS3027	Negotiation Fundamentals	Classroom	03/2012-08/2015	8	Hour(s)	8	0.5	Interdisciplinary/Elective
GSTS3115	Negotiation Skills in Retail	Classroom	04/2014-08/2015	8	Hour(s)	8	0.5	Interdisciplinary/Elective
GSTS3048	Retail Selling High	Classroom	04/2014-08/2015	8	Hour(s)	8	0.5	Interdisciplinary/Elective
GSTS3032	Strategic Customer Acquisition Level 2 - Professional Insights	Classroom	02/2014-08/2015	8	Hour(s)	0	0.0	Non-Academic
GSTS3093	Territory Management	Classroom	02/2013-08/2015	8	Hour(s)	0	0.0	Non-Academic
GSTS3234	Territory Management for Channel	Classroom	02/2013-08/2015	8	Hour(s)	0	0.0	Non-Academic
GSTS3094	Virtual Team Skills	Classroom	01/2013-08/2015	8	Hour(s)	8	0.5	Interdisciplinary/Elective

The University's Central Administration is located at 4035 S. Riverpoint Parkway Phoenix, AZ 85040. University of Phoenix is accredited by The Higher Learning Commission and is a member of the North Central Association. For additional information, contact The Higher Learning Commission, ncahlc.org.