# 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](http://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.

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

<table>
<thead>
<tr>
<th>Course Number</th>
<th>Course Title</th>
<th>Delivery Method</th>
<th>Course Year</th>
<th>Course Length</th>
<th>Applicable Hours</th>
<th>Credits Recommended</th>
<th>University of Phoenix Equivalency</th>
</tr>
</thead>
<tbody>
<tr>
<td>GSTS3235</td>
<td>Account Planning for Channel Level 2</td>
<td>Classroom</td>
<td>01/2014-08/2015</td>
<td>8 Hour(s)</td>
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<td>Consultative Selling Skills Fundamentals</td>
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<td>GSTS3028</td>
<td>Core Selling Skills: Face to Face Selling</td>
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<td>GSTS3014</td>
<td>Customer Mindset</td>
<td>Classroom</td>
<td>02/2011-08/2015</td>
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<td>Exceptional Presentations</td>
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<td>GSTS3094</td>
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