



University of Phoenix®

MILLER HEINMAN

2009 Credit Recommendation Guide

The following courses have been evaluated by University of Phoenix Prior Learning Assessment 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.

Updated: 09/30/2019

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
*NOTE - THE ASTERISKS IN THE APPLICABLE HOURS COLUMN INDICATES PREVIOUSLY EVALUATED COURSES.							
	CHANNEL PARTNERSHIP MANAGEMENT	CLASSROOM	01/2009-12/2009	12	*	0.5	INTERDISCIPLINARY/ ELECTIVE
	CONCEPTUAL SELLING	CLASSROOM	01/2009-12/2009	16	*	1	INTERDISCIPLINARY/ ELECTIVE
	CONCEPTUAL SELLING-FULL WEB	SELF-PACED	01/2009-12/2009	8	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	EXECUTIVE IMPACT - VERSION 4.0	CLASSROOM	01/2009-12/2009	8	*	0.5	INTERDISCIPLINARY/ ELECTIVE
	LAMP	CLASSROOM	01/2009-12/2009	16	*	1	INTERDISCIPLINARY/ ELECTIVE
	LAMP- FULL WEB	SELF-PACED	01/2009-12/2009	8	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	MANAGER'S COACHING FOR CONCEPTUAL SELLING	CLASSROOM	01/2009-12/2009	8	*	0.5	INTERDISCIPLINARY/ ELECTIVE
	MANAGER'S COACHING FOR STRATEGIC SELLING	CLASSROOM	01/2009-12/2009	16	*	1	INTERDISCIPLINARY/ ELECTIVE

Course Number	Course Title	Delivery Method	Course Year	Course Length	Applicable Hours	Credits Recommended	University of Phoenix Equivalency
	NEGOTIATE SUCCESS	CLASSROOM	01/2009-12/2009	16	*	1	INTERDISCIPLINARY/ ELECTIVE
	NEGOTIATE SUCCESSSM SKILL BUILDER	CLASSROOM	01/2009-12/2009	8	*	0.5	INTERDISCIPLINARY/ ELECTIVE
	STRATEGIC SELLING	CLASSROOM	01/2009-12/2009	16	*	1	INTERDISCIPLINARY/ ELECTIVE
	STRATEGIC SELLING- FULL WEB	SELF-PACED	01/2009-12/2009	8	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	STRATEGIC/CONCEPTUAL SELLING	CLASSROOM	01/2009-12/2009	24	*	1.5	INTERDISCIPLINARY/ ELECTIVE
	STRATETIC/LAMP	CLASSROOM	01/2009-12/2009	24	*	1.5	INTERDISCIPLINARY/ ELECTIVE

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