



# NATIONAL AUCTIONEERS ASSOCIATION

## 1976-2006 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](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.

Updated: 10/02/2019

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
<b>*NOTE - THE ASTERISKS IN THE APPLICABLE HOURS COLUMN INDICATES PREVIOUSLY EVALUATED COURSES.</b>							
<b>CERTIFIED AUCTIONEERS INSTITUTE (CAI)</b>							
CERTIFIED AUCTIONEERS INSTITUTE		CLASSROOM	01/1976-12/2006	99.5	*	6.5	INTERDISCIPLINARY/ ELECTIVE
<b>GRADUATE PERSONAL PROPERTY APPRAISER (GPPA)</b>							
GPPA 201 ANTIQUES AND RESIDENTIAL CONTENTS; CONSTRUCTION AND AGRICULTURAL EQUIPMENT; MANUFACTURING AND PROCESS EQUIPMENT		CLASSROOM	01/1996-12/2006	39	*	2.5	INTERDISCIPLINARY/ ELECTIVE
<b>ACCREDITED AUCTIONEER REAL ESTATE (AARE)</b>							
AARE 102 ACCREDITED AUCTIONEER REAL ESTATE		CLASSROOM	01/1992-12/2006	14	*	0.5	INTERDISCIPLINARY/ ELECTIVE
AARE 201 ACCREDITED AUCTIONEER REAL ESTATE		CLASSROOM	01/1992-12/2006	14	*	0.5	INTERDISCIPLINARY/ ELECTIVE
AARE 202 ACCREDITED AUCTIONEER REAL ESTATE		CLASSROOM	01/1992-12/2006	14	*	0.5	INTERDISCIPLINARY/ ELECTIVE

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<b>CERTIFIED ESTATE SPECIALIST (CES)</b>							
CERTIFIED ESTATE SPECIALIST (CES)		CLASSROOM	01/1992-12/2006	126	*	8	INTERDISCIPLINARY/ ELECTIVE
<b>CONFERENCE SESSIONS</b>							
STARTING A NEW AUCTION COMPANY		CLASSROOM	01/2004-12/2004	3.25	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
SELECTING & SETTING UP YOUR BUSINESS ENTITY		CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
SET UP YOUR WEB SITE TODAY!		CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
ONLINE AUCTIONS - START TO FINISH (NAALIVE)		CLASSROOM	01/2004-12/2004	3.25	*	0	NON-ACADEMIC
2004 TOOLS & SERVICES TO ENHANCE YOUR INTERNET PRESENCE		CLASSROOM	01/2004-12/2004	1.5	*	0	NON-ACADEMIC
MICROSITES: LET TECHNOLOGY BUILD YOUR BUSINESS		CLASSROOM	01/2004-12/2004	1.5	*	0	NON-ACADEMIC
ROUNDTABLE DISCUSSIONS		CLASSROOM	01/2004-12/2004	1.25	*	0	NON-ACADEMIC
INSIDE SECRETS OF TOP SALES PROFESSIONALS		CLASSROOM	01/2004-12/2004	2	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
LEADERSHIP OPPORTUNITIES IN THE NAA: PANEL DISCUSSIONS		CLASSROOM	01/2004-12/2004	1.5	*	0	NON-ACADEMIC
BRANDING YOURSELF THROUGH EFFECTIVE BUSINESS PRESENTATIONS		CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
EMPLOYEE LITIGATION AVOIDANCE		CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
POINT AND CLICK PROSPECTING		CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
WORKING WITH FAMILIES DURING GRIEF AND CONTROVERSY		CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
THE SCOPE OF THE ADMINISTRATOR		CLASSROOM	01/2004-12/2004	3.25	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
AVOIDING THE EMPLOYEE OVERTIME TRAP		CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
COMMERCIAL REAL ESTATE AT AUCTION		CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
DEFENDING YOUR SYSTEM FROM INTERNET THREATS		CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
IMPLICATIONS OF THE NATIONAL "DO NOT CALL" REGISTRY		CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
MAKING "WORD OF MOUTH" MARKETING SIZZLE IN YOUR COMPANY		CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
ABSENTEE BIDS - OBLIGATIONS TO THE SELLER AND BIDDER		CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
BUSINESS ORGANIZATIONS - HOW TO IDENTIFY & BIND THEM TO A CONTRACT		CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE

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	LICENSING MADE EASIER (NALLOA)	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	PREPARING FOR THE IAC CONTEST WORKSHOP	CLASSROOM	01/2004-12/2004	1.5	*	0	NON-ACADEMIC
	PRIDE IN THE AUCTION PROFESSION - NAF CREATIVE IDEAS SESSION	CLASSROOM	01/2004-12/2004	1.5	*	0	NON-ACADEMIC
	SERVICE WITH SHAZAM!	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	BEST PRACTICES FOR AUCTION FIRMS	CLASSROOM	01/2004-12/2004	3.25	*	0	NON-ACADEMIC
	ETHICS	CLASSROOM	01/2004-12/2004	3.25	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	ALL THOSE LETTERS... AARE, CES, GPPA, CAI... WHAT'S THE FUSS ABOUT?	CLASSROOM	01/2004-12/2004	1.25	*	0	NON-ACADEMIC
	THE CARE OF YOUR VOICE	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	THE FUTURE OF THE AUTO AUCTION INDUSTRY	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	GETTING THE MOST FROM YOUR ADVERTISING DOLLAR	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	KNOWING WHAT YOU SELL	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	THE SMARTEST WAY TO RUN A BUSINESS PART I	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	ANTIQUES & COLLECTIBLES AT AUCTION	CLASSROOM	01/2004-12/2004	3.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	THE INTERNET - SOME ADDITIONAL BEST PRACTICES	CLASSROOM	01/2004-12/2004	3.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	HAZARDOUS & HOUSEHOLD WASTES - ENVIRONMENTAL CONCERNS	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	MAKING YOUR EVEN ACCESSIBLE TO PEOPLE WITH DISABILITIES	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	MULTI-PARCEL REAL ESTATE SALE METHODS: PANEL DISCUSSION	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	PROTECTION OF ITEMS AT A SALE	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	THE SMARTEST WAY TO RUN A BUSINESS PART II	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	AGENCY LAW FOR AUCTIONEERS	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	BULK MAILING: MAKE IT EASIER & MORE AFFORDABLE	CLASSROOM	01/2004-12/2004	1.5	*	0	NON-ACADEMIC
	GPPA UPDATE	CLASSROOM	01/2004-12/2004	1.5	*	0	NON-ACADEMIC
	HOW TO DIVERSIFY YOUR AUCTION BUSINESS FOR FUN & PROFIT	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	THE COUNSELING METHOD OF SELLING REAL ESTATE AT AUCTION	CLASSROOM	01/2004-12/2004	3.25	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE

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	INDEPENDENT CONTRACTORS - FEDERAL RULES & REGULATIONS	CLASSROOM	01/2004-12/2004	3.25	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	WORKING THE RING AND BID ASSISTANCE	CLASSROOM	01/2004-12/2004	3.25	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	CONTRACTS WITH CONTRACT AUCTIONEERS & CONSIGNORS	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	GREAT IDEAS FORUM	CLASSROOM	01/2004-12/2004	1.5	*	0	NON-ACADEMIC
	WHEN BUSINESSES DEFAULT: GETTING THE CONTRACT	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	STATE OF THE INDUSTRY REPORT	CLASSROOM	01/2004-12/2004	1.25	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	CONSTRUCTION & AGRICULTURE EQUIPMENT APPRAISALS	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	FROM FREE TO COMPENSATED BENEFIT AUCTIONS - MAKING THE TRANSITION	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	MAKING A WINNING REAL ESTATE AUCTION PRESENTATION TO BOOK THE SALE	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	SELLING OVER THE INTERNET - LEGAL ISSUES BEYOND SELLING	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	MARKETING BEST PRACTICES	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	FAMILY BUSINESS SUCCESSION PLANNING: PANEL DISCUSSION	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	ON-SITE PERSONAL PROPERTY AUCTIONS	CLASSROOM	01/2004-12/2004	3.5	*	0	NON-ACADEMIC
	DEALING WITH INSURANCE ISSUES	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	HOW TO DEVELOP THE CHANT OF A CHAMPION	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	LAYING THE GROUNDWORK FROM LISTING TO CONTRACT	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	UNDERSTANDING P & L STATEMENTS AND BALANCE SHEETS	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	ADDRESSING TODAY'S TECHNOLOGY IN YOUR AUCTION LISTING CONTRACT	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	MARKETING YOUR SERVICES TO BANKERS	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	PROPOSAL WRITING	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	SUCCESSFUL BENEFIT AUCTION TECHNIQUES: PANEL DISCUSSION	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	WORKING WITH REAL ESTATE BROKERS	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	ADVERTISING ORGANIZATION MADE SIMPLE	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	BENEFIT AUCTION ROUNDTABLE DISCUSSIONS	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE

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	FARM AND RANCH AUCTIONS	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	SETTING UP YOUR VIDEO AUCTION	CLASSROOM	01/2004-12/2004	1.5	*	0	NON-ACADEMIC
	VOCAL TECHNIQUES FOR THE DYNAMIC AUCTIONEER	CLASSROOM	01/2004-12/2004	1.5	*	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE

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