



REYNOLDS AND REYNOLDS

1987-2006 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 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: 10/08/2019

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.							
SERVICE TRAINING							
	CONTACT MANAGEMENT FOR CUSTOMER TRAINING PROFESSIONALS	CLASSROOM	01/2002-12/2006	33.5	*	2	INTERDISCIPLINARY/ ELECTIVE
	ERA FIXED OPERATIONS	MIXED	01/1987- 12/2006	508 TOTAL HOURS OR 14 WEEKS	*	0	NON-ACADEMIC
	FUNDAMENTALS OF PROBLEM SOLVING AND TROUBLESHOOTING	CLASSROOM	01/2005-12/2006	12	*	0.5	ELECTIVE
	ERA APPLICATIONS ON DEMAND FOR TECHNICAL ASSISTANCE CENTER ASSOCIATES	SELF-PACED	01/2004- 12/2006	0.5	*	0	NON-ACADEMIC
	ERA ADVANCED REPORTING	CLASSROOM	01/2005-12/2006	15	*	1	SCIENCE TECHNOLOGY
	ERA HARDWARE TRAINING	CLASSROOM	01/1987- 12/2006	282 HOURS OR 8 WEEKS	*	11	SCIENCE TECHNOLOGY

Course Number	Course Title	Delivery Method	Course Year	Course Length	Applicable Hours	Credits Recommended	University of Phoenix Equivalency
	TAC HARDWARE BASIC TRAINING	CLASSROOM	01/2001-12/2006	73 HOURS OR 2 WEEKS	*	3	SCIENCE TECHNOLOGY
	ERA DESKING AND F & I MENUS	CLASSROOM	01/2005-12/2006	15	*	0	NON-ACADEMIC
	ERA VARIABLE OPERATIONS	CLASSROOM	01/1987-12/2006	508 HOURS OR 14 WEEKS	*	0	NON-ACADEMIC
	ERA, ELECTRONIC DOCUMENTATION MANAGEMENT (EDM) HARDWARE INSTALLATION	CLASSROOM	01/2001-12/2006	15	*	1	SCIENCE TECHNOLOGY
	ERA, ELECTRONIC DOCUMENTATION MANAGEMENT (EDM), SOFTWARE	CLASSROOM	01/2001-12/2006	30	*	2	SCIENCE TECHNOLOGY
	CERTIFIED TECHNICAL TRAINER	CLASSROOM	01/2001-12/2006	26	*	0	NON-ACADEMIC
	COMPTIA CTT+ EXAM PREPARATION	CLASSROOM	01/2004-12/2006	6.5	*	0	NON-ACADEMIC
*Note- See the Pre-evaluated Prior Learning List for a list of pre-evaluated certifications and licenses; Up to 4 credits will be awarded for the CompTIA certification.							
	AUTOMOTIVE LEASING: UNDERSTANDING LEASE CALCULATIONS	CLASSROOM	01/2005-12/2005	7.5	*	0	NON-ACADEMIC
MARKETING							
	CLIENT CENTRIC MARKETING	CLASSROOM	01/2004-12/2006	16	*	1	INTERDISCIPLINARY/ ELECTIVE
	COMPETITIVE ANALYSIS	CLASSROOM	01/2003-12/2006	16	*	1	INTERDISCIPLINARY/ ELECTIVE
	MARKET-DRIVEN MANAGEMENT	CLASSROOM	01/1996-12/2006	8	*	0.5	INTERDISCIPLINARY/ ELECTIVE
	MARKETING STRATEGY AND IMPLEMENTATION	CLASSROOM	01/1996-12/2006	24	*	1.5	INTERDISCIPLINARY/ ELECTIVE
	STRATEGIC PRICING: A VALUE BASED APPROACH	CLASSROOM	01/2002-12/2006	16	*	1	INTERDISCIPLINARY/ ELECTIVE
	SUCCESSFULLY LAUNCHING NEW PRODUCTS	CLASSROOM	01/2002-12/2006	16	*	1	INTERDISCIPLINARY/ ELECTIVE
SALES							
	BUSINESS & EMPLOYEE MANAGEMENT	CLASSROOM	01/1996-12/2006	40	*	2.5	INTERDISCIPLINARY/ ELECTIVE
	DEALERSHIP OPERATIONS	CLASSROOM	01/2004-12/2006	40	*	2.5	INTERDISCIPLINARY/ ELECTIVE
	ENHANCED SALES PROCESS	CLASSROOM	01/1994-12/2006	24	*	1.5	INTERDISCIPLINARY/ ELECTIVE
	FIXED OPERATIONS	CLASSROOM	01/1996-12/2006	40	*	2	INTERDISCIPLINARY/ ELECTIVE
	FIXED OPERATIONS PRODUCT CLASS	CLASSROOM	01/1996-12/2006	40	*	1	INTERDISCIPLINARY/ ELECTIVE
	FRONT OFFICE PRODUCT CLASS	CLASSROOM	01/2003-12/2006	40	*	1	INTERDISCIPLINARY/ ELECTIVE
	IDS MANUFACTURING AND TERRITORY MANAGEMENT	CLASSROOM	01/2003-12/2006	32	*	0	NON-ACADEMIC

Course Number	Course Title	Delivery Method	Course Year	Course Length	Applicable Hours	Credits Recommended	University of Phoenix Equivalency
	IDS SALES CULTURE DEVELOPMENT	CLASSROOM	01/2002-12/2006	24	*	1.5	INTERDISCIPLINARY/ ELECTIVE
	IDS SALES ORIENTATION	CLASSROOM	01/1994-12/2006	40	*	0	NON-ACADEMIC
	SALES ORIENTATION	CLASSROOM	01/1994-12/2006	40	*	0	NON-ACADEMIC
	SALES TECHNIQUES	CLASSROOM	01/1991-12/2006	80	*	2	INTERDISCIPLINARY/ ELECTIVE
	SELLING IN THE 21ST CENTURY	CLASSROOM	01/1994-12/2006	40	*	2.5	INTERDISCIPLINARY/ ELECTIVE
	USING ACCOUNT MANAGEMENT SALES TOOLS	CLASSROOM	01/2003-12/2006	5	*	0	NON-ACADEMIC
	VARIABLE OPERATIONS	CLASSROOM	01/1996-12/2006	40	*	2	INTERDISCIPLINARY/ ELECTIVE

The University's Central Administration is located at 4025 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. © 2019 University of Phoenix, Inc. All rights reserved.