

# University of Phoenix - Prior Learning Assessment - Corporate Articulation

## REYNOLDS AND REYNOLDS

### Credit Recommendation Guide (CRG)



The following courses have been evaluated by Corporate Articulation to potentially fulfill General Education or Elective credits for an Undergraduate Degree. In order to 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.

\*NOTE: Fees are applicable for credits evaluated.

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 based on current academic standards as outlined in the academic policy of the University.

**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, modality 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.

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>SERVICE TRAINING</b>							
	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

Course Number	Course Title	Delivery Method	Course Year	Course Length	Applicable Hours	Credits Recommended	University of Phoenix Equivalency
	ERA HARDWARE TRAINING	CLASSROOM	01/1987-12/2006	282 HOURS OR 8 WEEKS	*	11	SCIENCE TECHNOLOGY
	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
<p><b>*Note-</b> See the Apollo Quicklist for a list of pre-evaluated certifications and licenses, <a href="http://phoenix.edu/admissions/plac/preevaluated_training/apolloquicklist_UOP_10172005.pdf">http://phoenix.edu/admissions/plac/preevaluated_training/apolloquicklist_UOP_10172005.pdf</a> ; Up to 4 credits will be awarded for the CompTIA certification.</p>							
	AUTOMOTIVE LEASING: UNDERSTANDING LEASE CALCULATIONS	CLASSROOM	01/2005-12/2005	7.5	*	0	NON-ACADEMIC
<b>MARKETING</b>							
	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

Course Number	Course Title	Delivery Method	Course Year	Course Length	Applicable Hours	Credits Recommended	University of Phoenix Equivalency
	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
	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