



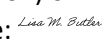



CTE[®] Learning that works for Utah

Regional Career Pathway Agreement

 AAS Sales and Merchandising			 WEBER STATE UNIVERSITY		
OGDEN-WEBER TECHNICAL COLLEGE			07/01/2023 to 06-30-2025		
Wasatch Front North Region					
Institution: Ogden-Weber Technical College Program: Business Certificate: Certificate of Program Completion			Institution: Weber State University Department: Professional Sales Degree: AAS Sales and Merchandising Dean: Doris Stevenson		
Representative: Tracy Goertzen Email: tracy.goertzen@otech.edu Phone: (801) 627-8465 Signature: 			Department Chair: Nicole Flink Email: nicoleflink@weber.edu Phone: (801) 626-6904 Signature: 		
Student Service Director: Lisa Butler Email: lisa.butler@otech.edu Phone: (801) 627-8370 Signature: 			AVP Regional Partnerships: Julie Snowball Email: jsnowball@weber.edu Phone: (801) 395-3482 Signature: 		
Ogden-Weber Technical College			Weber State		
Course	Name	Hours/ Credit	Course	Name	Credit
BTEC 1331	Fundamental of Sales	2	PS 1143	Principles of Selling and Persuasion	3
BTEC 2005	Sales Techniques and Presentation	2			
BTEC 1070	Essentials of Customer Service	1	PS 1403	Intro to Customer Care	3
BTEC 2015	Customer Relationship Management	2			
BTEC 1095	Introduction to Marketing	3	PS 1303	Sales Channels	3

NOTE: Students MUST be declared in the AAS Degree indicated before coursework is added to their record.

Assurances:

This agreement is in effect only when all criteria and conditions of the Career Pathways Program and Student have been met. Selection criteria must be met for acceptance into each postsecondary program. Program requirements from either partner may change without notice.

- A. A seamless transition from secondary to postsecondary education and training exists.
- B. Students will be accepted into the postsecondary portion of the program according to application criteria.
- C. Postsecondary institutions accept the transfer of articulated secondary level concurrent credits awarded to high school students.
- D. Dual and concurrent enrollment and other credit transfer options are well defined between secondary and post secondary partners.

E. Compliance with approved Board policies.

Outcomes:

Secondary: Career pathway students will: have career goals designated on SEOP, earn concurrent college credit while in high school, achieve a state competency certificate and while completing high school graduation requirements.

Post-Secondary: Career pathway students pursuing the above program will earn a A.S./A.A.S Degree