





## Regional Career Pathway Agreement

AAS Sales and Merchandising						
Wasatch Front North Region				Revised: . 03/15/21		
Institution: Odgen-Weber Technical College Program: Business Name of Certificate:				Institution: Weber State University Dept. Engineering Technology Degree: AAS Sales & Merchandising		College of Engineering, Applied Science and Technology Dean Dr. David Ferro
Representative: Tracy Goertzen Phone: 801-627-8360      Email: <a href="mailto:tracy.goertzen@otech.edu">tracy.goertzen@otech.edu</a> Signature 				Department Chair: Dr. Blake Nielson Phone: 801-626-7385      Email: <a href="mailto:blakenielson@weber.edu">blakenielson@weber.edu</a> Signature:  <small>Blake Nielson (Mar 29, 2021 10:58 MDT)</small>		
Registrar: Sharon Slack Phone: 801-627-8493      Email: <a href="mailto:sharon.slack@otech.edu">sharon.slack@otech.edu</a> Signature  <small>Sharon Slack (Mar 29, 2021 09:14 MDT)</small>				AVP Regional Programs, Julie Snowball Phone: 801-395-3473      Email: <a href="mailto:jsnowball@weber.edu">jsnowball@weber.edu</a> Signature:  <small>Julie Snowball (Mar 29, 2021 11:44 MDT)</small>		
Odgen-Weber Technical College				Weber State University		
Course ID#	Course Name	Hours		Course ID#	Course Name	Credit Earned
BTEC 1330	Introduction to Sales AND	40	→	PS 1143	Principles of Selling & Persuasion	3
BTEC 1340	Sales Techniques & Presentations	70				
BTEC 0900	Critical Workplace Skills AND	50	→	PS 1403	Intro to Customer Care	3
BTEC 1070	Essentials of Customer Service	30				
BTEC 1310	Introduction to Marketing AND	70	→	PS 1303	Sales Channels	3
BTEC 1320	Social Media Marketing	40				

**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












# WSU-OWTC AAS Sales and Merch 21-23


Final Audit Report

2021-03-29

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