

University of Phoenix - Prior Learning Assessment - Corporate Articulation

Ecolab

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 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
*NOTE - THE ASTERISKS IN THE APPLICABLE HOURS COLUMN INDICATES PREVIOUSLY EVALUATED COURSES.							
	BEHAVIORAL BASED INTERVIEWING	CLASSROOM/SELF PAGED	01/2008-12/2009	12/1	*	0.5	INTERDISCIPLINARY/ELECTIVE
	RURAL TM						
	ORGANIZATION	CLASSROOM/SELF PAGED	01/2008-12/2009	12/1	*	0.5	INTERDISCIPLINARY/ELECTIVE
	WATER & CHEMISTRY	CLASSROOM/SELF PAGED	01/2008-12/2009	7/1	*	0.5	PHYSICAL BIOLOGICAL SCIENCE
	FIVE FACTORS	CLASSROOM/SELF PAGED	01/2008-12/2009	5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	SALES PLANNING	CLASSROOM/SELF PAGED	01/2008-12/2009	5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	ELECTRICITY	CLASSROOM/SELF PAGED	01/2008-12/2009	3 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WAREWASHING BASIC ROUTINE PREVENTIVE MAINTENANCE CALL	CLASSROOM/SELF PAGED	01/2008-12/2009	2 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE

Course Number	Course Title	Delivery Method	Course Year	Course Length	Applicable Hours	Credits Recommended	University of Phoenix Equivalency
	GAIN	CLASSROOM/SELF PAGED	01/2008-12/2009	5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WAREWASHING EXTRA SERVICE REQUEST CALL	CLASSROOM/SELF PAGED	01/2008-12/2009	3 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	LAUNDRY ROUTINE PREVENTIVE MAINTENANCE CALL	CLASSROOM/SELF PAGED	01/2008-12/2009	5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WAREWASHING INSTALLATION	CLASSROOM/SELF PAGED	01/2008-12/2009	3 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WAREWASHING COST COMPLAINT	CLASSROOM/SELF PAGED	01/2008-12/2009	2 / 0.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WAREWASHING PROCEDURES	CLASSROOM/SELF PAGED	01/2008-12/2009	0.75 / 0.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	HOUSEKEEPING ROUTINE PREVENTIVE MAINTENANCE CALL	CLASSROOM/SELF PAGED	01/2008-12/2009	5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	ECOTEMP ROUTINE PREVENTIVE MAINTENANCE CALL	CLASSROOM/SELF PAGED	01/2008-12/2009	2.5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	ECOTEMP INSTALLATION	CLASSROOM/SELF PAGED	01/2008-12/2009	5.5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	LAUNDRY EXTRA SERVICE REQUEST CALL (FORMULAS)	CLASSROOM/SELF PAGED	01/2008-12/2009	4.25 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	LAUNDRY PROCEDURES	CLASSROOM/SELF PAGED	01/2008-12/2009	5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	LAUNDRY COST COMPLAINT	CLASSROOM/SELF PAGED	01/2008-12/2009	2 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WAREWASHING OPTIMIZATION PROBLEMS	CLASSROOM/SELF PAGED	01/2008-12/2009	2.5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WAREWASHING CUSTOMER PERCEPTION	CLASSROOM/SELF PAGED	01/2008-12/2009	1 / 0.75	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	LAUNDRY OPTIMIZATION	CLASSROOM/SELF PAGED	01/2008-12/2009	1.25 / 0.75	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	LAUNDRY CUSTOMER PERCEPTION	CLASSROOM/SELF PAGED	01/2008-12/2009	4 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	OPERATIONAL EFFICIENCY (WAREWASHING)	CLASSROOM/SELF PAGED	01/2008-12/2009	2 / 0.75	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	MERCHANDISING BASICS (WAREWASHING)	CLASSROOM/SELF PAGED	01/2008-12/2009	3 / 0.75	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	LAUNDRY INSTALLATION FORMULA 1	CLASSROOM/SELF PAGED	01/2008-12/2009	2.5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	FRESH2O	CLASSROOM/SELF PAGED	01/2008-12/2009	0.5 / 0.75	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE

Course Number	Course Title	Delivery Method	Course Year	Course Length	Applicable Hours	Credits Recommended	University of Phoenix Equivalency
	WATER SOFTENING	CLASSROOM/SELF PAGED	01/2008-12/2009	4 / 0.75	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	POOL & SPA ROUTINE PREVENTIVE MAINTENANCE CALL	CLASSROOM/SELF PAGED	01/2008-12/2009	2.5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	POOL & SPA INSTALLATION	CLASSROOM/SELF PAGED	01/2008-12/2009	9 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	APEX WAREWASHING SYSTEM	CLASSROOM/SELF PAGED	01/2008-12/2009	6 / 2.5	`	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	CORE TM						
	ORGANIZATION	CLASSROOM/SELF PAGED	01/2008-12/2009	12 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WATER & CHEMISTRY	CLASSROOM/SELF PAGED	01/2008-12/2009	5 / 1	*	COMBINABLE	PHYSICAL BIOLOGICAL SCIENCE
	FIVE FACTORS	CLASSROOM/SELF PAGED	01/2008-12/2009	4.5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	SALES PLANNING	CLASSROOM/SELF PAGED	01/2008-12/2009	4.5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	ELECTRICITY	CLASSROOM/SELF PAGED	01/2008-12/2009	3 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WAREWASHING BASIC ROUTINE PREVENTIVE MAINTENANCE CALL	CLASSROOM/SELF PAGED	01/2008-12/2009	2 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	GAIN	CLASSROOM/SELF PAGED	01/2008-12/2009	5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WAREWASHING EXTRA SERVICE REQUEST CALL	CLASSROOM/SELF PAGED	01/2008-12/2009	3 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	LAUNDRY ROUTINE PREVENTIVE MAINTENANCE CALL	CLASSROOM/SELF PAGED	01/2008-12/2009	1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WAREWASHING INSTALLATION	CLASSROOM/SELF PAGED	01/2008-12/2009	3 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WAREWASHING COST COMPLAINT	CLASSROOM/SELF PAGED	01/2008-12/2009	2 / 0.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WAREWASHING PROCEDURES	CLASSROOM/SELF PAGED	01/2008-12/2009	0.75 / 0.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WAREWASHING OPTIMIZATION PROBLEMS	CLASSROOM/SELF PAGED	01/2008-12/2009	2.5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WAREWASHING CUSTOMER PERCEPTION	CLASSROOM/SELF PAGED	01/2008-12/2009	1 / 0.75	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	HOUSEKEEPING ROUTINE PREVENTIVE MAINTENANCE CALL	CLASSROOM/SELF PAGED	01/2008-12/2009	1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	ECOTEMP ROUTINE PREVENTIVE MAINTENANCE CALL	CLASSROOM/SELF PAGED	01/2008-12/2009	2.5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE

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	ECOTEMP INSTALLATION	CLASSROOM/SELF PAGED	01/2008-12/2009	5.5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	OPERATIONAL EFFICIENCY (WAREWASHING)	CLASSROOM/SELF PAGED	01/2008-12/2009	1 / 0.75	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	MERCHANDISING BASICS (WAREWASHING)	CLASSROOM/SELF PAGED	01/2008-12/2009	3 / 0.75	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	LAUNDRY PROCEDURES	CLASSROOM/SELF PAGED	01/2008-12/2009	1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	FRESH20	CLASSROOM/SELF PAGED	01/2008-12/2009	0.5 / 0.75	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WATER SOFTENING	CLASSROOM/SELF PAGED	01/2008-12/2009	4 / 0.75	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	POOL & SPA ROUTINE PREVENTIVE MAINTENANCE CALL	CLASSROOM/SELF PAGED	01/2008-12/2009	1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	APEX WAREWASHING SYSTEM	CLASSROOM/SELF PAGED	01/2008-12/2009	6 / 2.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	H-TM						INTERDISCIPLINARY/ELECTIVE
	ORGANIZATION	CLASSROOM/SELF PAGED	01/2008-12/2009	12 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WATER & CHEMISTRY	CLASSROOM/SELF PAGED	01/2008-12/2009	7 / 1	*	COMBINABLE	PHYSICAL BIOLOGICAL SCIENCE
	FIVE FACTORS	CLASSROOM/SELF PAGED	01/2008-12/2009	5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	SALES PLANNING	CLASSROOM/SELF PAGED	01/2008-12/2009	5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	ELECTRICITY	CLASSROOM/SELF PAGED	01/2008-12/2009	5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	GAIN	CLASSROOM/SELF PAGED	01/2008-12/2009	5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	LAUNDRY ROUTINE PREVENTIVE MAINTENANCE CALL	CLASSROOM/SELF PAGED	01/2008-12/2009	5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	HOUSEKEEPING ROUTINE PREVENTIVE MAINTENANCE CALL	CLASSROOM/SELF PAGED	01/2008-12/2009	5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	LAUNDRY PROCEDURES	CLASSROOM/SELF PAGED	01/2008-12/2009	5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	LAUNDRY EXTRA SERVICE REQUEST CALL (FORMULAS)	CLASSROOM/SELF PAGED	01/2008-12/2009	4.25 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	LAUNDRY COST COMPLAINT	CLASSROOM/SELF PAGED	01/2008-12/2009	2 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE

Course Number	Course Title	Delivery Method	Course Year	Course Length	Applicable Hours	Credits Recommended	University of Phoenix Equivalency
	LAUNDRY OPTIMIZATION	CLASSROOM/SELF PACED	01/2008-12/2009	1.25 / 0.75	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	POOL & SPA ROUTINE PREVENTIVE MAINTENANCE CALL	CLASSROOM/SELF PACED	01/2008-12/2009	2.5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	POOL & SPA INSTALLATION	CLASSROOM/SELF PACED	01/2008-12/2009	9 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WAREWASHING BASIC ROUTINE PREVENTIVE MAINTENANCE CALL	CLASSROOM/SELF PACED	01/2008-12/2009	1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WAREWASHING EXTRA SERVICE REQUEST CALL	CLASSROOM/SELF PACED	01/2008-12/2009	1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WAREWASHING INSTALLATION	CLASSROOM/SELF PACED	01/2008-12/2009	1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	LAUNDRY CUSTOMER PERCEPTION	CLASSROOM/SELF PACED	01/2008-12/2009	4 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	LAUNDRY INSTALLATION FORMULA 1	CLASSROOM/SELF PACED	01/2008-12/2009	2.5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	FRESH2O	CLASSROOM/SELF PACED	01/2008-12/2009	0.5 / 0.75	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	ROUTE MANAGER						
	ORGANIZATION	CLASSROOM/SELF PACED	01/2008-12/2009	12 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WATER & CHEMISTRY	CLASSROOM/SELF PACED	01/2008-12/2009	5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	FIVE FACTORS	CLASSROOM/SELF PACED	01/2008-12/2009	4.5 / 1	*	COMBINABLE	PHYSICAL BIOLOGICAL SCIENCE
	ELECTRICITY	CLASSROOM/SELF PACED	01/2008-12/2009	3 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WAREWASHING EXTRA SERVICE REQUEST CALL	CLASSROOM/SELF PACED	01/2008-12/2009	3 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	ECOTEMP ROUTINE PREVENTIVE MAINTENANCE CALL	CLASSROOM/SELF PACED	01/2008-12/2009	2.5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	ECOTEMP INSTALLATION	CLASSROOM/SELF PACED	01/2008-12/2009	5.5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	SALES PLANNING	CLASSROOM/SELF PACED	01/2008-12/2009	5 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WAREWASHING BASIC ROUTINE PREVENTIVE MAINTENANCE CALL	CLASSROOM/SELF PACED	01/2008-12/2009	2 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WAREWASHING INSTALLATION	CLASSROOM/SELF PACED	01/2008-12/2009	3 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WAREWASHING PROCEDURES	CLASSROOM/SELF PACED	01/2008-12/2009	0.75 / 0.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE

Course Number	Course Title	Delivery Method	Course Year	Course Length	Applicable Hours	Credits Recommended	University of Phoenix Equivalency
	WAREWASHING COST COMPLAINT	CLASSROOM/SELF PAGED	01/2008-12/2009	2 / 0.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WAREWASHING OPTIMIZATION PROBLEMS	CLASSROOM/SELF PAGED	01/2008-12/2009	2 / 1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WAREWASHING CUSTOMER PERCEPTION	CLASSROOM/SELF PAGED	01/2008-12/2009	1 / 0.75	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	HOUSEKEEPING ROUTINE PREVENTIVE MAINTENANCE CALL	CLASSROOM/SELF PAGED	01/2008-12/2009	1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	OPERATIONAL EFFICIENCY (WAREWASHING)	CLASSROOM/SELF PAGED	01/2008-12/2009	1 / 0.75	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	MERCHANDISING BASICS (WAREWASHING)	CLASSROOM/SELF PAGED	01/2008-12/2009	3 / 0.75	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	FRESH20	CLASSROOM/SELF PAGED	01/2008-12/2009	0.5 / 0.75	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	WATER SOFTENING	CLASSROOM/SELF PAGED	01/2008-12/2009	4 / 0.75	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	APEX WAREWASHING SYSTEM	CLASSROOM/SELF PAGED	01/2008-12/2009	6 / 2.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	300 LEVEL TRAINING PROGRAM						
	TRAINING TIME INDIVIDUAL CONTRIBUTOR						
301	INSTITUTIONAL MANAGER TRAINING GUIDE	CLASSROOM	01/2008-12/2009	2.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
302	NEW ASSOCIATE RECRUITING AND ON BOARDING PASS	CLASSROOM	01/2008-12/2009	1.25	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
303	NEW MANAGER TRANSITIONS	CLASSROOM/SELF PAGED	01/2008-12/2009	1.6 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	MONTH 1 TOTAL			5.35 / 1.5			
304	CUSTOMER FOCUS	CLASSROOM/SELF PAGED	01/2008-12/2009	1.25 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
305	LEADING AND MOTIVATING	CLASSROOM/SELF PAGED	01/2008-12/2009	1 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
306	COACHING	CLASSROOM/SELF PAGED	01/2008-12/2009	0.5 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
307	FEEDBACK ESSENTIALS	CLASSROOM/SELF PAGED	01/2008-12/2009	3 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	MONTH 2 TOTAL			5.75 / 6			
308	DELEGATING	CLASSROOM/SELF PAGED	01/2008-12/2009	1.5 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE

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309	GOAL SETTING	CLASSROOM/SELF PACED	01/2008-12/2009	1.5 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
310	TIME MANAGEMENT	CLASSROOM/SELF PACED	01/2008-12/2009	1.16 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
311	PERFORMANCE MEASUREMENT	CLASSROOM/SELF PACED	01/2008-12/2009	0.5 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	MONTH 3 TOTAL			4.66 / 6			
312	DIFFICULT INTERACTIONS	CLASSROOM/SELF PACED	01/2008-12/2009	1.5 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
313	NEGOTIATING	CLASSROOM/SELF PACED	01/2008-12/2009	0.5 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
314	PERSUADING OTHERS	CLASSROOM/SELF PACED	01/2008-12/2009	0.5 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
315	CRISIS MANAGEMENT	CLASSROOM/SELF PACED	01/2008-12/2009	1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
316	CHANGE MANAGEMENT	CLASSROOM/SELF PACED	01/2008-12/2009	1.3 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	MONTH 4 TOTAL			3.8 / 7.5			
317	FINANCE ESSENTIALS	CLASSROOM/SELF PACED	01/2008-12/2009	0.75 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
318	BUDGETING	CLASSROOM/SELF PACED	01/2008-12/2009	1 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
319	STRATEGIC THINKING	CLASSROOM/SELF PACED	01/2008-12/2009	1 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
320	STRATEGIC EXECUTION	CLASSROOM/SELF PACED	01/2008-12/2009	1.25 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	MONTH 5 TOTAL			4 / 6			
321	TEAM LEADERSHIP	CLASSROOM/SELF PACED	01/2008-12/2009	1.5 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
322	CAREER MANAGEMENT	CLASSROOM/SELF PACED	01/2008-12/2009	1.5	*	COMBINABLE	NON-ACADEMIC
323	MEETING MANAGEMENT	CLASSROOM/SELF PACED	01/2008-12/2009	0.5 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
324	PRESENTATION SKILLS	CLASSROOM/SELF PACED	01/2008-12/2009	1.25 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	MONTH 6 TOTAL			3.25 / 6			
325	DIVERSITY	CLASSROOM/SELF PACED	01/2008-12/2009	0.75 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
326	WRITING SKILLS	CLASSROOM/SELF PACED	01/2008-12/2009	0.5 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE

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327	STRESS MANAGEMENT	CLASSROOM/SELF PAGED	01/2008-12/2009	0.5 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
328	MANAGING TM STANDARDS (ON HOLD???)	CLASSROOM/SELF PAGED	01/2008-12/2009	1 / 0.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	MONTH 7 TOTAL			2.7/5			
	TRAINING TIME NEW SALES MANAGER						
303	NEW MANAGER TRANSITIONS - ASSIGNED	CLASSROOM/SELF PAGED	01/2008-12/2009	1.9 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
305	LEADING AND MOTIVATING - ASSIGNED	CLASSROOM	01/2008-12/2009	1	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
306	COACHING - ASSIGNED	CLASSROOM	01/2008-12/2009	8.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
311	PERFORMANCE MANAGEMENT - ASSIGNED	CLASSROOM	01/2008-12/2009	0.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
312	DIFFICULT INTERACTIONS - ASSIGNED	CLASSROOM	01/2008-12/2009	0.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
315	CRISIS MANAGEMENT - ASSIGNED	CLASSROOM	01/2008-12/2009	2	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
321	TEAM LEADERSHIP - ASSIGNED	CLASSROOM	01/2008-12/2009	0.33	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
322	CAREER MANAGEMENT - ASSIGNED	CLASSROOM	01/2008-12/2009	2	*	COMBINABLE	NON-ACADEMIC
331	PLANNING - SALES MANAGEMENT (ON HOLD)	CLASSROOM/SELF PAGED	01/2008-12/2009	1 / 0.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
332	PLANNING A MEETING (ON HOLD)	CLASSROOM/SELF PAGED	01/2008-12/2009	1 / 0.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
333	PLANNING A DAY IN THE FIELD (ON HOLD)	CLASSROOM/SELF PAGED	01/2008-12/2009	1 / 0.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	MONTH 9 TOTAL			19.73/3	*		
334	RETAINING EMPLOYEES	CLASSROOM/SELF PAGED	01/2008-12/2009	0.4 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
335	DEVELOPING EMPLOYEES	CLASSROOM/SELF PAGED	01/2008-12/2009	2.5 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
336	HANDLING ISSUES (ON HOLD)	CLASSROOM/SELF PAGED	01/2008-12/2009	1 / 0.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
337	DECISION MAKING	CLASSROOM/SELF PAGED	01/2008-12/2009	0.75 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
338	HIRING	CLASSROOM/SELF PAGED	01/2008-12/2009	0.5 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE

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339	PERFORMANCE APPRAISALS	CLASSROOM/SELF PAGED	01/2008-12/2009	1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
340	REPORTS (ON HOLD)	CLASSROOM/SELF PAGED	01/2008-12/2009	2 / 0.5	*	COMBINABLE	NON-ACADEMIC
341	DISMISSING AND EMPLOYEE	CLASSROOM/SELF PAGED	01/2008-12/2009	1 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
342	INNOVATION AND CREATIVITY	CLASSROOM/SELF PAGED	01/2008-12/2009	0.75 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
343	INNOVATION IMPLEMENTATION	CLASSROOM/SELF PAGED	01/2008-12/2009	1.5 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	MONTH 10 TOTAL			10.4 / 13	*		
344	SALES PLANNING UPCOMING YEAR (ON HOLD)	CLASSROOM/SELF PAGED	01/2008-12/2009	1 / 0.75	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
345	SALES MANAGEMENT PLUS - LEADING TEAMS	CLASSROOM/SELF PAGED	01/2008-12/2009	1 / 0.75	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
346	SALES MANAGEMENT PLUS - RETAIN GROW GAIN (ON HOLD)	CLASSROOM/SELF PAGED	01/2008-12/2009	1 / 0.75	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
347	MANAGING UPWARD	CLASSROOM/SELF PAGED	01/2008-12/2009	0.5 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
348	MARKETING ESSENTIALS	CLASSROOM/SELF PAGED	01/2008-12/2009	0.64 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
349	INDUSTRY/MARKET -CTC (ON HOLD)	CLASSROOM/SELF PAGED	01/2008-12/2009	0.75	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
350	PROCESS IMPROVEMENT	CLASSROOM/SELF PAGED	01/2008-12/2009	1.16 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
351	TEAM MANAGEMENT	CLASSROOM/SELF PAGED	01/2008-12/2009	1 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
352	VIRTUAL TEAMS	CLASSROOM/SELF PAGED	01/2008-12/2009	1 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
353	PROJECT MANAGEMENT	CLASSROOM/SELF PAGED	01/2008-12/2009	1.64 / 1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	MONTH 11 TOTAL			8.94 / 12.75			
	NEW MANAGER TRANSITIONS						
	NEW MANAGER TRANSITIONS	SELF PAGED	01/2008-12/2009	1.5	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	ADAPTING YOUR MANAGEMENT STYLE	CLASSROOM	01/2008-12/2009	0.5	*	COMBINABLE	NON-ACADEMIC
	SKILL BUILDING	CLASSROOM	01/2008-12/2009	0.75	*	COMBINABLE	NON-ACADEMIC

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	SKILL GAPS	CLASSROOM	01/2008-12/2009	0.33	*	COMBINABLE	NON-ACADEMIC
	CREATING A CONTACT SHEET	CLASSROOM	01/2008-12/2009	0.33	*	COMBINABLE	NON-ACADEMIC
	TOTAL TRAINEE TIME			3.41			
	UNIVERSITY OF HOUSTON COURSES						
	STRATEGIC INFORMATION FLOW - CULTURE, INFORMATION OVERLOAD, COMMUNICATION	CLASSROOM	01/2009-12/2009	8	*	0.5	INTERDISCIPLINARY/ELECTIVE
	DEVELOPING AND ENHANCING TIME MANAGEMENT SKILLS	CLASSROOM	01/2009-12/2009	8	*	0.5	INTERDISCIPLINARY/ELECTIVE
	TRANSFORMATIONAL LEADERSHIP	CLASSROOM	01/2009-12/2009	8	*	0.5	INTERDISCIPLINARY/ELECTIVE
	WORKING RELATIONS	CLASSROOM	01/2009-12/2009	8	*	0.5	INTERDISCIPLINARY/ELECTIVE
	INITIATIVE	CLASSROOM	01/2009-12/2009	8	*	0.5	INTERDISCIPLINARY/ELECTIVE
	100 LEVEL						
	NEW ASSOCIATE TECHNICAL ORIENTATION (NATO)						
374	NEW ASSOCIATE TECHNICAL ORIENTATION (NATO)	CLASSROOM	01/2010-12/2010	40	0	0	NON-ACADEMIC
	APEX LOW WATER CONVEYOR TRAINING						
373	APEX LOW WATER CONVEYOR TRAINING	CLASSROOM	01/2010-12/2010	40.00	4.75	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	ELK GROVE VILLAGE						
94	ELK GROVE VILLAGE - ROUTE MANAGER TRNG	CLASSROOM	01/2010-12/2010	40.00	13	0.5	INTERDISCIPLINARY/ELECTIVE
	101 ORGANIZATION						
6	ORGANIZATION	SELF-PACED	01/2010-12/2010	1.00	0	0	NON-ACADEMIC
1	FIELD ACTIVITY 1 - HOME OFFICE ORGANIZATION	CLASSROOM	01/2010-12/2010	4.00	0	0	NON-ACADEMIC
3	FIELD ACTIVITY 2 - EQUIPMENT ORGANIZATION	CLASSROOM	01/2010-12/2010	4.00	0	0	NON-ACADEMIC
4	FIELD ACTIVITY 3 - SALES BAG	CLASSROOM	01/2010-12/2010	4.00	0	0	NON-ACADEMIC
242	FIELD ACTIVITY 4 - COMPUTER SETUP AND NAVIGATION	CLASSROOM	01/2010-12/2010	4.00	4	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
284	KNOWLEDGE CHECK - ORGANIZATION	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC

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	102 WATER & CHEMISTRY						
12	WATER & CHEMISTRY	SELF-PACED	01/2010-12/2010	1.00	1	COMBINABLE	PHYSICAL/BIOLOGICAL SCIENCE
8	SKULL SESSION 1 - WATER AND CHEMISTRY	CLASSROOM	01/2010-12/2010	1.00	1	COMBINABLE	PHYSICAL/BIOLOGICAL SCIENCE
15	FIELD ACTIVITY 1 - WAREWASHING CHEMISTRY	CLASSROOM	01/2010-12/2010	2.00	2	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
14	FIELD ACTIVITY 2 - LAUNDRY CHEMISTRY	CLASSROOM	01/2010-12/2010	2.00	2	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
285	KNOWLEDGE CHECK - WATER AND CHEMISTRY	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	103 FIVE FACTORS						
19	FIVE FACTORS	SELF-PACED	01/2010-12/2010	1.00	0	0	NON-ACADEMIC
17	SKULL SESSION 1 - FIVE FACTORS IN WAREWASHING	CLASSROOM	01/2010-12/2010	1.00	0	0	NON-ACADEMIC
66	FIELD ACTIVITY 1 - STEPS OF THE ROUTINE PREVENTIVE MAINTENANCE CALL (RPM)	CLASSROOM	01/2010-12/2010	2.00	0	0	NON-ACADEMIC
11	FIELD ACTIVITY 2 - IDENTIFYING COMMON DISHMACHINE & DISPENSING SYSTEM COMPONENTS	CLASSROOM	01/2010-12/2010	1.00	0	0	NON-ACADEMIC
75	FIELD ACTIVITY 3 - IDENTIFYING COMPONENTS UNIQUE TO CONVEYOR TYPE DISHMACHINES	CLASSROOM	01/2010-12/2010	1.00	0	0	NON-ACADEMIC
243	SKULL SESSION 2 - FIVE FACTORS IN LAUNDRY & HOUSEKEEPING	CLASSROOM	01/2010-12/2010	1.00	0	0	NON-ACADEMIC
18	FIELD ACTIVITY 4 - IDENTIFYING COMMON LAUNDRY MACHINE COMPONENTS	CLASSROOM	01/2010-12/2010	1.00	0	0	NON-ACADEMIC
286	KNOWLEDGE CHECK - FIVE FACTORS	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	104 SALES PLANNING						
13	SALES PLANNING	SELF-PACED	01/2010-12/2010	1.00	0	0	NON-ACADEMIC
5	FIELD ACTIVITY 1 - ECONET KEY REPORTS, 100% PLAN & PERFORMANCE TRACK	CLASSROOM	01/2010-12/2010	2.00	0	0	NON-ACADEMIC
7	SKULL SESSION 1 - BUSINESS MODEL & STRATEGY, CORPORATE ACCOUNT ROLLOUTS	CLASSROOM	01/2010-12/2010	2.00	0	0	NON-ACADEMIC
10	FIELD ACTIVITY 2 - CREATING A ROUTE PLAN	CLASSROOM	01/2010-12/2010	4.00	4	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
287	KNOWLEDGE CHECK - SALES PLANNING	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC

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	105 ELECTRICITY						
16	ELECTRICITY	SELF-PACED	01/2010-12/2010	1.00	1	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
73	SKULL SESSION 1 - ELECTRICAL SAFETY	CLASSROOM	01/2010-12/2010	0.50	0	0	TOO FEW HOURS
2	FIELD ACTIVITY 1 - ELECTRICAL CHECKS & DIAGNOSTICS	CLASSROOM	01/2010-12/2010	4.00	4	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
288	KNOWLEDGE CHECK - ELECTRICITY	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	123 WAREWASHING RPM						
20	WAREWASHING RPM	SELF-PACED	01/2010-12/2010	1.00	1	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
235	SKULL SESSION 1 - WAREWASHING RPM CALL	CLASSROOM	01/2010-12/2010	0.50	0	0	NON-ACADEMIC
49	FIELD ACTIVITY 1 - PERFORM A WAREWASHING RPM CALL ON A HOBART AM-14	CLASSROOM	01/2010-12/2010	2.00	0	0	NON-ACADEMIC
292	KNOWLEDGE CHECK - WAREWASHING RPM	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	106 GAIN						
27	GAIN	SELF-PACED	01/2010-12/2010	1.00	1	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
113	E-PRACTICES	CLASSROOM	01/2010-12/2010	2.00	0	0	NON-ACADEMIC
112	FIELD ACTIVITY 1 - PERFORM A PROSPECT CALL	CLASSROOM	01/2010-12/2010	6.00	0	0	NON-ACADEMIC
289	KNOWLEDGE CHECK - GAIN	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	124 WAREWASHING ESR						
21	WAREWASHING ESR	SELF-PACED	01/2010-12/2010	1.00	1	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
52	SKULL SESSION 1 - ESR: HOW SERIOUS IS IT?	CLASSROOM	01/2010-12/2010	0.50	0	0	NON-ACADEMIC
53	ROLE PLAY - ESR CUSTOMER CALLBACK	CLASSROOM	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
54	SKULL SESSION 2 - TROUBLESHOOTING TECHNIQUES	CLASSROOM	01/2010-12/2010	1.00	0	0	NON-ACADEMIC
48	FIELD ACTIVITY 1 - DEMOS TO EVALUATE FOOD SOILS	CLASSROOM	01/2010-12/2010	1.00	0	0	NON-ACADEMIC
293	KNOWLEDGE CHECK - WAREWASHING ESR	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC

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	143 LAUNDRY RPM		01/2010-12/2010				
30	LAUNDRY RPM	SELF-PACED	01/2010-12/2010	1.00	0	0	NON-ACADEMIC
65	FIELD ACTIVITY 1 - TRI-STAR XP DISPENSER INFORMATION PAPER	CLASSROOM	01/2010-12/2010	0.50	0	0	NON-ACADEMIC
44	SKULL SESSION 1 - LAUNDRY RPM CALL	CLASSROOM	01/2010-12/2010	1.00	0	0	NON-ACADEMIC
45	FIELD ACTIVITY 2 - PERFORM A LAUNDRY RPM CALL	CLASSROOM	01/2010-12/2010	4.00	0	0	NON-ACADEMIC
301	KNOWLEDGE CHECK - LAUNDRY RPM	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	125 WAREWASHING INSTALLATION						
22	WAREWASHING INSTALLATION	SELF-PACED	01/2010-12/2010	1.00	0	0	NON-ACADEMIC
50	SKULL SESSION 1 - PLANNING A WAREWASHING INSTALLATION	CLASSROOM	01/2010-12/2010	1.00	0	0	NON-ACADEMIC
51	FIELD ACTIVITY 1 - COMPLETE A WAREWASHING DISPENSING EQUIPMENT INSTALLATION	CLASSROOM	01/2010-12/2010	4.00	0	0	NON-ACADEMIC
257	SKULL SESSION 2 - INSTALLATION REVIEW	CLASSROOM	01/2010-12/2010	0.50	0	0	NON-ACADEMIC
294	KNOWLEDGE CHECK - WAREWASHING INSTALLATION	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	126 WAREWASHING COST CONCERNS						
23	WAREWASHING COST CONCERNS	SELF-PACED	01/2010-12/2010	1.00	0	0	NON-ACADEMIC
47	SKULL SESSION 1 - IDENTIFY CAUSES OF EXCESS DETERGENT CONSUMPTION	CLASSROOM	01/2010-12/2010	0.50	0	0	NON-ACADEMIC
60	FIELD ACTIVITY 1 - COMPLETE 2 CONSUMPTION & INVENTORY REPORTS (C&I)	CLASSROOM	01/2010-12/2010	2.00	0	0	NON-ACADEMIC
61	ROLE PLAY - CUSTOMER PERCEPTION VS. ACTUAL COSTS	CLASSROOM	01/2010-12/2010	0.50	0	0	NON-ACADEMIC
295	KNOWLEDGE CHECK - WAREWASHING COST CONCERNS	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	127 WAREWASHING PROCEDURES ISSUES						
24	WAREWASHING PROCEDURES ISSUES	SELF-PACED	01/2010-12/2010	0.5	0	0	NON-ACADEMIC
55	FIELD ACTIVITY 1 - OBSERVE AND DOCUMENT PROPER WAREWASHING PROCEDURES	CLASSROOM	01/2010-12/2010	2	0	0	NON-ACADEMIC

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56	ROLE PLAY - CUSTOMER CONVERSATION REGARDING PROCEDURES	CLASSROOM	01/2010-12/2010	1	0	0	NON-ACADEMIC
296	KNOWLEDGE CHECK - WAREWASHING PROCEDURES ISSUES	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	132 BASIC APEX WAREWASHING SYSTEM						
316	THE APEX PROGRAM	SELF-PACED	01/2010-12/2010	0.5	0	0	NON-ACADEMIC
318	INSTALLING AND PROGRAMMING APEX	SELF-PACED	01/2010-12/2010	1	0	0	NON-ACADEMIC
	163 HOUSEKEEPING RPM						
37	HOUSEKEEPING RPM	SELF-PACED	01/2010-12/2010	1	0	0	NON-ACADEMIC
79	SKULL SESSION 1 - HOUSEKEEPING RPM	CLASSROOM	01/2010-12/2010	1	0	0	NON-ACADEMIC
80	FIELD ACTIVITY 1 - HOUSEKEEPING DAY IN THE FIELD	CLASSROOM	01/2010-12/2010	2	0	0	NON-ACADEMIC
308	KNOWLEDGE CHECK - HOUSEKEEPING RPM	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	130 ECOLAB DISHMACHINE LEASE PROGRAM RPM						
28	ECOLAB DISHMACHINE LEASE PROGRAM RPM	SELF-PACED	01/2010-12/2010	1	0	0	NON-ACADEMIC
72	SKULL SESSION 1 - UNDERSTANDING THE ECOLAB DISHMACHINE LEASE PROGRAM	CLASSROOM	01/2010-12/2010	1	0	0	NON-ACADEMIC
41	FIELD ACTIVITY 1 - RPM ON AN ECOLAB LEASED DISHMACHINE	CLASSROOM	01/2010-12/2010	1	0	0	NON-ACADEMIC
299	KNOWLEDGE CHECK - ECOLAB DISHMACHINE LEASE PROGRAM RPM	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	131 ECOLAB DISHMACHINE LEASE PROGRAM INSTALLATION						
29	ECOLAB DISHMACHINE LEASE PROGRAM INSTALLATION	SELF-PACED	01/2010-12/2010	1	0	0	NON-ACADEMIC
68	SKULL SESSION 1 - ECOLAB LEASED DISHMACHINE INSTALLATION	CLASSROOM	01/2010-12/2010	1	0	0	NON-ACADEMIC
70	FIELD ACTIVITY 1 - PERFORM A LEASED DISHMACHINE INSTALLATION	CLASSROOM	01/2010-12/2010	4	0	0	NON-ACADEMIC
300	KNOWLEDGE CHECK - ECOLAB DISHMACHINE LEASE PROGRAM INSTALLATION	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	133 ADVANCED APEX WAREWASHING SYSTEM						

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317	SELLING APEX	SELF-PACED	01/2010-12/2010	0.75	0	0	NON-ACADEMIC
319	MERCHANDISING APEX	SELF-PACED	01/2010-12/2010	1	0	0	NON-ACADEMIC
320	WORKSHOP 1 - APEX INSTALLATION AND ACCOUNT SETUP	CLASSROOM	01/2010-12/2010	2	0	0	NON-ACADEMIC
321	WORKSHOP 2 - MERCHANDISING APEX	CLASSROOM	01/2010-12/2010	2	0	0	NON-ACADEMIC
325	FIELD TRIP - APEX WAREWASHING SYSTEM	CLASSROOM	01/2010-12/2010	1.5	0	0	NON-ACADEMIC
367	KNOWLEDGE CHECK - ADVANCED APEX WAREWASHING SYSTEM	SELF-PACED	01/2010-12/2010	0.33	0	0	NON-ACADEMIC
	144 LAUNDRY ESR						
31	LAUNDRY ESR	SELF-PACED	01/2010-12/2010	2	2	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
76	FIELD ACTIVITY 1 - NAVIGATOR INFORMATION PAPER	CLASSROOM	01/2010-12/2010	0.5	0	0	NON-ACADEMIC
74	SKULL SESSION 1 - WASH FORMULAS	CLASSROOM	01/2010-12/2010	0.75	0	0	TOO FEW HOURS
88	FIELD ACTIVITY 2 - LAUNDRY MACHINE AND DISPENSER SET-UP	CLASSROOM	01/2010-12/2010	4	0	0	NON-ACADEMIC
302	KNOWLEDGE CHECK - LAUNDRY ESR	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	145 LAUNDRY PROCEDURES ISSUES						
34	LAUNDRY PROCEDURES ISSUES	SELF-PACED	01/2010-12/2010	1	1	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
43	SKULL SESSION 1 - LAUNDRY PROCEDURES	CLASSROOM	01/2010-12/2010	0.75	0	0	NON-ACADEMIC
81	FIELD ACTIVITY 1 - LAUNDRY PROCEDURES DAY IN THE FIELD	CLASSROOM	01/2010-12/2010	4	0	0	NON-ACADEMIC
303	KNOWLEDGE CHECK - LAUNDRY PROCEDURES ISSUES	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	146 LAUNDRY COST CONCERNS						
33	LAUNDRY COST CONCERNS	SELF-PACED	01/2010-12/2010	1	0	0	NON-ACADEMIC
82	SKULL SESSION 1 - IDENTIFY CAUSES OF EXCESS CHEMICAL CONSUMPTION	CLASSROOM	01/2010-12/2010	0.75	0	0	NON-ACADEMIC
86	FIELD ACTIVITY 1 - COMPLETE THE LAUNDRY CUSTOMER INFORMATION SHEET	CLASSROOM	01/2010-12/2010	2	0	0	NON-ACADEMIC

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87	ROLE PLAY - EXPLAINING LAUNDRY COSTS TO YOUR CUSTOMER	CLASSROOM	01/2010-12/2010	2	0	0	NON-ACADEMIC
304	KNOWLEDGE CHECK - LAUNDRY COST CONCERNS	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	128 WAREWASHING OPTIMIZATION PROBLEMS						
25	WAREWASHING OPTIMIZATION PROBLEMS	SELF-PACED	01/2010-12/2010	1	0	0	NON-ACADEMIC
57	SKULL SESSION 1 - EVALUATING CONCERNS WITH HIGH COSTS	CLASSROOM	01/2010-12/2010	1	0	0	NON-ACADEMIC
58	FIELD ACTIVITY 1 - WAREWASHING DAY IN THE FIELD	CLASSROOM	01/2010-12/2010	4	0	0	NON-ACADEMIC
297	KNOWLEDGE CHECK - WAREWASHING OPTIMIZATION PROBLEMS	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	129 WAREWASHING CUSTOMER PERCEPTION						
26	WAREWASHING CUSTOMER PERCEPTION	SELF-PACED	01/2010-12/2010	0.75	0	0	TOO FEW HOURS
59	SKULL SESSION 1 - REVIEW WAREWASHING COSTS	CLASSROOM	01/2010-12/2010	2	0	0	NON-ACADEMIC
90	FIELD ACTIVITY 1 - ECONET CUSTOMER PROFILE	CLASSROOM	01/2010-12/2010	0.75	0	0	NON-ACADEMIC
298	KNOWLEDGE CHECK - WAREWASHING CUSTOMER PERCEPTION	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	148 LAUNDRY OPTIMIZATION PROBLEMS						
35	LAUNDRY OPTIMIZATION PROBLEMS	SELF-PACED	01/2010-12/2010	0.75	0	0	NON-ACADEMIC
83	SKULL SESSION 1 - TROUBLESHOOTING LAUNDRY COSTS	CLASSROOM	01/2010-12/2010	1	0	0	NON-ACADEMIC
84	ROLE PLAY - CUSTOMER MEETING	CLASSROOM	01/2010-12/2010	0.5	0	0	NON-ACADEMIC
306	KNOWLEDGE CHECK - LAUNDRY OPTIMIZATION PROBLEMS	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	149 LAUNDRY CUSTOMER PERCEPTION						
36	LAUNDRY CUSTOMER PERCEPTION	SELF-PACED	01/2010-12/2010	1	1	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
85	FIELD ACTIVITY 1 - LAUNDRY CHEMICAL AND LINEN ANALYSIS RECORD	CLASSROOM	01/2010-12/2010	2	2	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
283	SKULL SESSION 1 - LAUNDRY COST ANALYSIS	CLASSROOM	01/2010-12/2010	0.75	0	0	NON-ACADEMIC

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307	KNOWLEDGE CHECK - LAUNDRY CUSTOMER PERCEPTION	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	120 WAREWASHING OPERATIONAL EFFICIENCY						
96	WAREWASHING INTERMEDIATE OPERATIONAL EFFICIENCY	SELF-PACED	01/2010-12/2010	0.75	0	0	TOO FEW HOURS
111	SKULL SESSION 1 - UNDERSTANDING THE BASICS OF OPERATIONAL EFFICIENCY	CLASSROOM	01/2010-12/2010	0.75	0	0	NON-ACADEMIC
290	KNOWLEDGE CHECK - WAREWASHING OPERATIONAL EFFICIENCY	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	122 WAREWASHING MERCHANDISING		01/2010-12/2010				
95	WAREWASHING BASIC MERCHANDISING	SELF-PACED	01/2010-12/2010	0.75	0	0	NON-ACADEMIC
114	SKULL SESSION 1 - CONVERTING THE VALUE OF YOUR SERVICE INTO SALES OPPORTUNITIES	CLASSROOM	01/2010-12/2010	0.75	0	0	NON-ACADEMIC
115	ROLE PLAY - MERCHANDISING YOUR SERVICE AND SELLING SOLUTIONS	CLASSROOM	01/2010-12/2010	0.5	0	0	NON-ACADEMIC
291	KNOWLEDGE CHECK - WAREWASHING MERCHANDISING	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	147 LAUNDRY INSTALLATION						
32	LAUNDRY INSTALLATION	SELF-PACED	01/2010-12/2010	1	0	0	NON-ACADEMIC
69	SKULL SESSION 1 - INSTALLING FORMULA 1	CLASSROOM	01/2010-12/2010	1	0	0	NON-ACADEMIC
71	FIELD ACTIVITY 1 - LAUNDRY DISPENSING SYSTEM INSTALLATION	CLASSROOM	01/2010-12/2010	3	0	0	NON-ACADEMIC
305	KNOWLEDGE CHECK - LAUNDRY INSTALLATION	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	108 WATER SOFTENING						
89	WATER SOFTENING	SELF-PACED	01/2010-12/2010	0.75	0	0	TOO FEW HOURS
311	KNOWLEDGE CHECK - WATER SOFTENING	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	183 POOL AND SPA RPM						
38	POOL AND SPA RPM	SELF-PACED	01/2010-12/2010	1	1	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
62	SKULL SESSION 1 - POOL AND SPA BASICS	CLASSROOM	01/2010-12/2010	0.5	0	0	NON-ACADEMIC
46	FIELD ACTIVITY 1 - PERFORM A POOL AND SPA RPM CALL	CLASSROOM	01/2010-12/2010	1	0	0	NON-ACADEMIC

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309	KNOWLEDGE CHECK - POOL AND SPA RPM	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	184 POOL AND SPA INSTALLATION						
39	POOL AND SPA INSTALLATION	SELF-PACED	01/2010-12/2010	1	0	0	NON-ACADEMIC
63	SKULL SESSION 1 - PLANNING AN INSTALLATION	CLASSROOM	01/2010-12/2010	2	0	0	NON-ACADEMIC
64	FIELD ACTIVITY 1 - PERFORM A POOL AND SPA INSTALLATION	CLASSROOM	01/2010-12/2010	4	0	0	NON-ACADEMIC
310	KNOWLEDGE CHECK - POOL AND SPA INSTALLATION	SELF-PACED	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
313	FACILITY MANAGEMENT	SELF-PACED	01/2010-12/2010	5	5	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
328	SKULL SESSION 1 - CONVENTIONAL FLOOR CARE	CLASSROOM	01/2010-12/2010	0.75	0	0	NON-ACADEMIC
331	FIELD ACTIVITY 1 - CONVENTIONAL FLOOR CARE	CLASSROOM	01/2010-12/2010	3.25	0	0	NON-ACADEMIC
332	SKULL SESSION 2 - CARPET CARE	CLASSROOM	01/2010-12/2010	0.75	0	0	NON-ACADEMIC
327	FIELD ACTIVITY 2 - CARPET CARE	CLASSROOM	01/2010-12/2010	1.5	0	0	NON-ACADEMIC
329	SKULL SESSION 3 - HOUSEKEEPING	CLASSROOM	01/2010-12/2010	0.75	0	0	NON-ACADEMIC
330	FIELD ACTIVITY 3 - HOUSEKEEPING	CLASSROOM	01/2010-12/2010	0.75	0	0	NON-ACADEMIC
326	SKULL SESSION 4 - ODOR CONTROL	CLASSROOM	01/2010-12/2010	0.75	0	0	NON-ACADEMIC
333	FIELD ACTIVITY 4 - ODOR CONTROL	CLASSROOM	01/2010-12/2010	0.5	0	0	NON-ACADEMIC
334	SKULL SESSION 5 - DISINFECTING	CLASSROOM	01/2010-12/2010	0.75	0	0	NON-ACADEMIC
335	FIELD ACTIVITY 5 - DISINFECTING	CLASSROOM	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
336	SKULL SESSION 6 - SKIN CARE	CLASSROOM	01/2010-12/2010	0.75	0	0	NON-ACADEMIC
337	FIELD ACTIVITY 6 - SKIN CARE	CLASSROOM	01/2010-12/2010	0.5	0	0	NON-ACADEMIC
338	SKULL SESSION 7 - STONE CARE	CLASSROOM	01/2010-12/2010	0.75	0	0	NON-ACADEMIC
339	FIELD ACTIVITY 7 - STONE CARE	CLASSROOM	01/2010-12/2010	2	0	0	NON-ACADEMIC

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340	SKULL SESSION 8 - ULTRA DURABLE FLOOR CARE	CLASSROOM	01/2010-12/2010	0.75	0	0	NON-ACADEMIC
341	FIELD ACTIVITY 8 - ULTRA DURABLE FLOOR CARE	CLASSROOM	01/2010-12/2010	1.5	0	0	NON-ACADEMIC
342	SKULL SESSION 9 - WOOD FLOOR CARE	CLASSROOM	01/2010-12/2010	0.75	0	0	NON-ACADEMIC
343	FIELD ACTIVITY 9 - WOOD FLOOR CARE	CLASSROOM	01/2010-12/2010	2.25	0	0	NON-ACADEMIC
	200 LEVEL						
	250 SYSCO DISTRIBUTOR TRAINING						
396	DSDM-SYSCO DISTRIBUTOR CLASSROOM TRAINING	CLASSROOM	01/2010-12/2010	40	40	2.5	INTERDISCIPLINARY/ELECTIVE
	300 LEVEL						
	301 IMPLEMENTING 100 LEVEL TRAINING PROGRAM						
126	FIELD ACTIVITY 1 - 100 LEVEL FIELD ASSOCIATE TRAINING PROGRAM - TRAINER GUIDE	CLASSROOM	01/2010-12/2010	2	2	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
128	FIELD ACTIVITY 2 - 100 LEVEL TRAINING GUIDE REVIEW	CLASSROOM	01/2010-12/2010	0.5	0	0	NON-ACADEMIC
	302 NEW ASSOCIATE ONBOARDING PROCESS						
127	FIELD ACTIVITY 1 - NEW ASSOCIATE RECRUITING	CLASSROOM	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
129	FIELD ACTIVITY 2 - NEW ASSOCIATE ORIENTATION	CLASSROOM	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
281	FIELD ACTIVITY 3 - BEST PRACTICES	CLASSROOM	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
282	FIELD ACTIVITY 4 - NEW EMPLOYEE ONBOARDING PROCESS	CLASSROOM	01/2010-12/2010	0.5	0	0	NON-ACADEMIC
	303 NEW MANAGER TRANSITIONS						
166	NEW MANAGER TRANSITIONS	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
202	FIELD ACTIVITY 1 - ASSESSING YOUR MANAGERS	CLASSROOM	01/2010-12/2010	0.5	0.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
244	FIELD ACTIVITY 2 - SKILL BUILDING	CLASSROOM	01/2010-12/2010	0.75	0.75	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
245	FIELD ACTIVITY 3 - SKILL GAPS	CLASSROOM	01/2010-12/2010	0.33	0	0	NON-ACADEMIC
277	FIELD ACTIVITY 4 - ADAPTING YOUR MANAGEMENT STYLE	CLASSROOM	01/2010-12/2010	0.5	0.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE

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278	FIELD ACTIVITY 5 - SKILL BUILDING	CLASSROOM	01/2010-12/2010	0.75	0.75	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
279	FIELD ACTIVITY 6 - SKILL GAPS	CLASSROOM	01/2010-12/2010	0.33	0.33	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
280	FIELD ACTIVITY 7 - CREATING A CONTACT SHEET	CLASSROOM	01/2010-12/2010	0.33	0	0	NON-ACADEMIC
	304 CUSTOMER FOCUS						
148	CUSTOMER FOCUS	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
184	FIELD ACTIVITY 1 - CALCULATING THE COST OF EMPLOYEE TURNOVER	CLASSROOM	01/2010-12/2010	0.75	0.75	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
246	FIELD ACTIVITY 2 - THE SERVICE-PROFIT CHAIN	CLASSROOM	01/2010-12/2010	0.5	0.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	305 LEADING AND MOTIVATING						
161	LEADING AND MOTIVATING	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
197	FIELD ACTIVITY 1 - LEADING AND MOTIVATING SELF-ASSESSMENT	CLASSROOM	01/2010-12/2010	1	0	0	NON-ACADEMIC
276	FIELD ACTIVITY 2 - CREDIBILITY	CLASSROOM	01/2010-12/2010	1	1	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	306 COACHING						
146	COACHING	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
182	FIELD ACTIVITY 1 - COACHING BEST PRACTICES	CLASSROOM	01/2010-12/2010	0.5	0.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
229	FIELD ACTIVITY 2 - SKILLS AND QUALITIES FOR EFFECTIVE COACHING	CLASSROOM	01/2010-12/2010	8	8	0.5	INTERDISCIPLINARY/ELECTIVE
230	FIELD ACTIVITY 3 - OBTAINING COACHING SKILLS	CLASSROOM	01/2010-12/2010	0.5	0.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	307 FEEDBACK ESSENTIALS						
155	FEEDBACK ESSENTIALS	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
191	FIELD ACTIVITY 1 - GIVING AND RECEIVING FEEDBACK	CLASSROOM	01/2010-12/2010	1	1	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
274	FIELD ACTIVITY 2 - ROLE PLAY	CLASSROOM	01/2010-12/2010	1	0	0	NON-ACADEMIC
275	FIELD ACTIVITY 3 - FEEDBACK ESSENTIALS DISCUSSION	CLASSROOM	01/2010-12/2010	1	0	0	NON-ACADEMIC
	308 DELEGATING						

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150	DELEGATING	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
186	FIELD ACTIVITY 1 - DELEGATING SELF-ASSESSMENT	CLASSROOM	01/2010-12/2010	0.5	0	0	NON-ACADEMIC
272	FIELD ACTIVITY 2 - DETERMINE TASKS, DISCUSS AND TRACK PROGRESS	CLASSROOM	01/2010-12/2010	0.5	0.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
273	FIELD ACTIVITY 3 - PURPOSE AND PRACTICE OF DELEGATING	CLASSROOM	01/2010-12/2010	0.5	0	0	NON-ACADEMIC
	309 GOAL SETTING						
157	GOAL SETTING	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
193	FIELD ACTIVITY 1 - IDENTIFY AND PRIORITIZE GOALS, ACHIEVE AND MONITOR PROGRESS	CLASSROOM	01/2010-12/2010	1	1	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
271	FIELD ACTIVITY 2 - PRIORITIZING AND IMPLEMENTING GOALS	CLASSROOM	01/2010-12/2010	0.5	0.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	310 TIME MANAGEMENT						
179	TIME MANAGEMENT	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
215	FIELD ACTIVITY 1 - IDENTIFYING AND PRIORITIZING GOALS	CLASSROOM	01/2010-12/2010	0.5	0.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
269	FIELD ACTIVITY 2 - TIME MANAGEMENT TOOLS	CLASSROOM	01/2010-12/2010	0.33	0.33	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
270	FIELD ACTIVITY 3 - GOALS AND EFFECTIVE TIME MANAGEMENT	CLASSROOM	01/2010-12/2010	0.33	0.33	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	311 PERFORMANCE MEASUREMENT						
168	PERFORMANCE MEASUREMENT	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
204	FIELD ACTIVITY 1 - PERFORMANCE MEASUREMENT BASICS	CLASSROOM	01/2010-12/2010	0.5	0.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
268	FIELD ACTIVITY 2 - TRACK TEAM MEMBER PERFORMANCE	CLASSROOM	01/2010-12/2010	0.5	0.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	312 DIFFICULT INTERACTIONS						
152	DIFFICULT INTERACTIONS	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
188	FIELD ACTIVITY 1 - EXAMPLE OF DIFFICULT INTERACTIONS	CLASSROOM	01/2010-12/2010	0.75	0.75	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
266	FIELD ACTIVITY 2 - DIFFICULT INTERACTIONS: CAUSES, RESOURCES AND STRATEGIES	CLASSROOM	01/2010-12/2010	0.75	0.75	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
267	FIELD ACTIVITY 3 - RESOLVING DIFFICULT INTERACTIONS	CLASSROOM	01/2010-12/2010	0.5	0.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE

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	313 NEGOTIATING						
165	NEGOTIATING	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
201	FIELD ACTIVITY 1 - ROLE PLAY	CLASSROOM	01/2010-12/2010	0.5	0	0	NON-ACADEMIC
	314 PERSUADING OTHERS						
169	PERSUADING OTHERS	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
205	FIELD ACTIVITY 1 - ESTABLISHING CREDIBILITY	CLASSROOM	01/2010-12/2010	0.5	0.5	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	315 CRISIS MANAGEMENT						
147	CRISIS MANAGEMENT	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
183	FIELD ACTIVITY 1 - CRISIS SCENARIOS	CLASSROOM	01/2010-12/2010	2	0	0	NON-ACADEMIC
	316 CHANGE MANAGEMENT						
145	CHANGE MANAGEMENT	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
140	FIELD ACTIVITY 1 - CHANGE MANAGEMENT DISCUSSION	CLASSROOM	01/2010-12/2010	1	0	0	NON-ACADEMIC
265	FIELD ACTIVITY 2 - CASE STUDY	CLASSROOM	01/2010-12/2010	0.33	0	0	NON-ACADEMIC
	317 FINANCE ESSENTIALS						
156	FINANCE ESSENTIALS	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
192	FIELD ACTIVITY 1 - FINANCE ESSENTIALS DISCUSSION	CLASSROOM	01/2010-12/2010	0.75	0	0	NON-ACADEMIC
	318 BUDGETING						
141	BUDGETING	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
136	FIELD ACTIVITY 1 - READ AND PLAN BUDGET WITH SOE	CLASSROOM	01/2010-12/2010	0.5	0	0	NON-ACADEMIC
264	FIELD ACTIVITY 2 - ELEMENTS, PURPOSE AND PROCESS OF BUDGETING	CLASSROOM	01/2010-12/2010	0.5	0	0	NON-ACADEMIC
	319 STRATEGIC THINKING						
174	STRATEGIC THINKING	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
210	FIELD ACTIVITY 1 - THINKING CREATIVELY	CLASSROOM	01/2010-12/2010	0.33	0.33	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE

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262	FIELD ACTIVITY 2 - STRATEGIC THINKING SELF-ASSESSMENT	CLASSROOM	01/2010-12/2010	0.33	0	0	NON-ACADEMIC
263	FIELD ACTIVITY 3 - STRATEGIC THINKING DISCUSSION	CLASSROOM	01/2010-12/2010	0.33	0	0	NON-ACADEMIC
	320 STRATEGY EXECUTION						
175	STRATEGY EXECUTION	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
211	FIELD ACTIVITY 1 - SWOT ANALYSIS	CLASSROOM	01/2010-12/2010	0.5	0.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
231	FIELD ACTIVITY 2 - CREATING A STRATEGIC ENVIRONMENT	CLASSROOM	01/2010-12/2010	0.5	0.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
232	FIELD ACTIVITY 3 - FUNDAMENTALS OF CORPORATE STRATEGY	CLASSROOM	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	321 TEAM LEADERSHIP						
177	TEAM LEADERSHIP	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
213	FIELD ACTIVITY 1 - EVALUATING YOUR LEADERSHIP SKILLS	CLASSROOM	01/2010-12/2010	1	0	0	NON-ACADEMIC
260	FIELD ACTIVITY 2 - TEAM LEADERSHIP: DYNAMICS, GOALS AND DECISION MAKING	CLASSROOM	01/2010-12/2010	0.5	0.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
261	FIELD ACTIVITY 3 - ASSESSMENT AND EVALUATION	CLASSROOM	01/2010-12/2010	0.33	0	0	NON-ACADEMIC
	322 CAREER MANAGEMENT						
144	CAREER MANAGEMENT	SELF-PACED	01/2010-12/2010	1.5	0	0	NON-ACADEMIC
139	FIELD ACTIVITY 1 - CAREER MANAGEMENT VALUES	CLASSROOM	01/2010-12/2010	2	0	0	NON-ACADEMIC
	323 MEETING MANAGEMENT						
164	MEETING MANAGEMENT	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
200	FIELD ACTIVITY 1 - PLANNING AND CONDUCTING A MEETING	CLASSROOM	01/2010-12/2010	0.25	0.25	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
259	FIELD ACTIVITY 2 - MEETING MANAGEMENT DISCUSSION	CLASSROOM	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
	324 PRESENTATION SKILLS						
170	PRESENTATION SKILLS	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
206	FIELD ACTIVITY 1 - PLAN AND PREPARE FOR A MEETING	CLASSROOM	01/2010-12/2010	1	0	0	NON-ACADEMIC

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258	FIELD ACTIVE 2 - PREPARE SELF, DEFINE PURPOSE AND PRESENT	CLASSROOM	01/2010-12/2010	0.25	0.25	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	325 DIVERSITY		01/2010-12/2010				
154	DIVERSITY	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	SOCIAL SCIENCE
190	FIELD ACTIVITY 1 - DIVERSITY BEST PRACTICES	CLASSROOM	01/2010-12/2010	0.75	0.75	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	326 WRITING SKILLS						
181	WRITING SKILLS	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	COMMUNICATION ARTS
217	FIELD ACTIVITY 1 - FIELD TRIP LETTER	CLASSROOM	01/2010-12/2010	0.5	0	0	NON-ACADEMIC
	327 STRESS MANAGEMENT						
176	STRESS MANAGEMENT	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
212	FIELD ACTIVITY 1 - STRESS MANAGEMENT DISCUSSION	CLASSROOM	01/2010-12/2010	0.5	0	0	NON-ACADEMIC
	329 COMPETENCY ASSESSMENT		01/2010-12/2010				
240	329 COMPETENCY ASSESSMENT PART I	SELF-PACED	01/2010-12/2010	3.25	0	0	NON-ACADEMIC
	330 CLASSROOM I						
378	CREATING A HIGH PERFORMANCE SALES CULTURE IN THE 21ST CENTURY	CLASSROOM	01/2010-12/2010	40	22.25	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	334 RETAINING EMPLOYEES						
173	RETAINING EMPLOYEES	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
209	FIELD ACTIVITY 1 - EMPLOYEE RETENTION BASICS	CLASSROOM	01/2010-12/2010	0.16	0.16	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
256	FIELD ACTIVITY 2 - IMPACT OF ATTITUDES AND BEHAVIORS ON RETENTION	CLASSROOM	01/2010-12/2010	0.25	0.25	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	335 DEVELOPING EMPLOYEES						
151	DEVELOPING EMPLOYEES	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
187	FIELD ACTIVITY 1 - DEVELOPING EMPLOYEES: BEST PRACTICES	CLASSROOM	01/2010-12/2010	1	1	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
254	FIELD ACTIVITY 2 - IDPS FOR YOUR TEAM	CLASSROOM	01/2010-12/2010	0.5	0	0	NON-ACADEMIC

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255	FIELD ACTIVITY 3 - PERFORMANCE AND POTENTIAL GRID	CLASSROOM	01/2010-12/2010	1	0	0	NON-ACADEMIC
	337 DECISION MAKING						
149	DECISION MAKING	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
185	FIELD ACTIVITY 1 - ENCOURAGING TEAM DISCUSSION	CLASSROOM	01/2010-12/2010	0.25	0.25	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
253	FIELD ACTIVITY 2 - GENERATING AND EVALUATING IDEAS	CLASSROOM	01/2010-12/2010	0.5	0.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	338 HIRING						
158	HIRING	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
194	FIELD ACTIVITY 1 - HIRING BASICS	CLASSROOM	01/2010-12/2010	0.5	0.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	339 PERFORMANCE APPRAISAL						
167	PERFORMANCE APPRAISAL	SELF-PACED	01/2010-12/2010	1.5	0	0	NON-ACADEMIC
	341 DISMISSING AN EMPLOYEE						
153	DISMISSING AN EMPLOYEE	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
189	FIELD ACTIVITY 1 - DISMISSING EMPLOYEES	CLASSROOM	01/2010-12/2010	1	1	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	342 INNOVATION AND CREATIVITY						
159	INNOVATION AND CREATIVITY	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
195	FIELD ACTIVITY 1 - PLANNING FOR INNOVATION AND CREATIVITY	CLASSROOM	01/2010-12/2010	0.75	0.75	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	343 INNOVATION IMPLEMENTATION						
160	INNOVATION IMPLEMENTATION	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
196	FIELD ACTIVITY 1 - CRAFTING A VISION STATEMENT	CLASSROOM	01/2010-12/2010	0.5	0.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
251	FIELD ACTIVITY 2 - COMMUNICATING YOUR IDEA TO STAKEHOLDER(S)	CLASSROOM	01/2010-12/2010	0.5	0.5	COMBINABLE	COMMUNICATION ARTS
252	FIELD ACTIVITY 3 - COMMUNICATING TO YOUR TEAM	CLASSROOM	01/2010-12/2010	0.5	0.5	COMBINABLE	COMMUNICATION ARTS
	347 MANAGING UPWARD						
162	MANAGING UPWARD	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE

Course Number	Course Title	Delivery Method	Course Year	Course Length	Applicable Hours	Credits Recommended	University of Phoenix Equivalency
198	FIELD ACTIVITY 1 - UNDERSTANDING YOUR MANAGER	CLASSROOM	01/2010-12/2010	0.5	0	0	NON-ACADEMIC
	348 MARKETING ESSENTIALS						
163	MARKETING ESSENTIALS	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
199	FIELD ACTIVITY 1 - DRAFTING A MARKETING PLAN	CLASSROOM	01/2010-12/2010	0.5	0.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
250	FIELD ACTIVITY 2 - ELEMENTS OF ANALYSIS	CLASSROOM	01/2010-12/2010	0.16	0.16	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	350 PROCESS IMPROVEMENT						
171	PROCESS IMPROVEMENT	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
207	FIELD ACTIVITY 1 - IMPLEMENTING PROCESS IMPROVEMENT	CLASSROOM	01/2010-12/2010	0.16	0	0	NON-ACADEMIC
249	FIELD ACTIVITY 2 - PLANNING A PROCESS REDESIGN	CLASSROOM	01/2010-12/2010	1	1	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	351 TEAM MANAGEMENT						
178	TEAM MANAGEMENT	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
214	FIELD ACTIVITY 1 - LEADING A TEAM	CLASSROOM	01/2010-12/2010	1	0	0	NON-ACADEMIC
	352 VIRTUAL TEAMS						
180	VIRTUAL TEAMS	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
216	FIELD ACTIVITY 1 - UTILIZING THE BEST COMMUNICATION OPTION	CLASSROOM	01/2010-12/2010	0.25	0	0	NON-ACADEMIC
248	FIELD ACTIVITY 2 - VIRTUAL TEAMS DISCUSSION	CLASSROOM	01/2010-12/2010	0.75	0	0	NON-ACADEMIC
	353 PROJECT MANAGEMENT						
172	PROJECT MANAGEMENT	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
208	FIELD ACTIVITY 1 - IDENTIFYING YOUR PROJECT OBJECTIVES	CLASSROOM	01/2010-12/2010	1.5	0	0	NON-ACADEMIC
247	FIELD ACTIVITY 2 - PROJECT MANAGEMENT FUNDAMENTALS	CLASSROOM	01/2010-12/2010	0.16	0	0	NON-ACADEMIC
	354 COMPETENCY ASSESSMENT						
241	354 COMPETENCY ASSESSMENT PART II	SELF-PACED	01/2010-12/2010	1.5	0	0	NON-ACADEMIC
	355 CLASSROOM II						

Course Number	Course Title	Delivery Method	Course Year	Course Length	Applicable Hours	Credits Recommended	University of Phoenix Equivalency
379	PROFESSIONALS SALES LEADERSHIP CERTIFICATION	CLASSROOM	01/2010-12/2010	40	18.25	1	INTERDISCIPLINARY/ELECTIVE
	365 BUSINESS CASE DEVELOPMENT						
142	BUSINESS CASE DEVELOPMENT	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	366 BUSINESS PLAN DEVELOPMENT						
143	BUSINESS PLAN DEVELOPMENT	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	367 LAYING OFF EMPLOYEES						
239	LAYING OFF EMPLOYEES	SELF-PACED	01/2010-12/2010	1.5	1.5	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	390 AREA SALES MANAGER EXECUTIVE LEADERSHIP TRAINING						
377	AREA SALES MANAGER EXECUTIVE LEADERSHIP CLASSROOM TRAINING	CLASSROOM	01/2010-12/2010	40	22.25	1	INTERDISCIPLINARY/ELECTIVE
	400 LEVEL						
	470 AREA ROUTE MANAGER EXECUTIVE SALES LEADERSHIP TRAINING						
376	AREA ROUTE MANAGER EXECUTIVE SALES LEADERSHIP CLASSROOM TRAINING	CLASSROOM	01/2010-12/2010	40	21.75	1	INTERDISCIPLINARY/ELECTIVE
	490 AREA MANAGER EXECUTIVE SALES LEADERSHIP TRAINING						
375	AREA MANAGER EXECUTIVE SALES LEADERSHIP CLASSROOM TRAINING	CLASSROOM	01/2010-12/2010	40	16.25	1	INTERDISCIPLINARY/ELECTIVE