



# Professional Selling Program Application 2017-2018

**Submission Instructions:** Submit your application by email to Mr. Steiger at [william.steiger@ucf.edu](mailto:william.steiger@ucf.edu) and be sure to send Mr. Steiger an email with your YouTube video link.

**1<sup>st</sup> Deadline = Friday, February 3<sup>rd</sup> @ 5:00 p.m. Final Deadline = Friday, March 24<sup>th</sup> @ 5:00 p.m.**

**I. Contact Information:**

Name \_\_\_\_\_ PID \_\_\_\_\_

Street Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Home Telephone (\_\_\_\_) \_\_\_\_\_ Cellular Telephone (\_\_\_\_) \_\_\_\_\_

E-mail \_\_\_\_\_

Major(s) \_\_\_\_\_ Minor(s) \_\_\_\_\_

**II. Academic Achievements / Contributions:**

Academic Affiliations:

Organization	Member Since	# of Club-Related Meetings You Attended	Leadership Position(s) Held (if applicable)
Alpha Kappa Psi			
Delta Epsilon Chi			
Delta Sigma Pi			
Honors College			
The Sales Club			
Society for Marketing Professional Services (SMPS)			
Other:			

Overall UCF GPA \_\_\_\_\_ Marketing GPA \_\_\_\_\_ **Catalog Year** \_\_\_\_\_ Expected Graduation \_\_\_\_\_

**Awards / Achievements:**

Special Award / Honor	Date Received
_____	_____
_____	_____
_____	_____

**IIIa. Prerequisite Coursework:**

Marketing Courses Taken		
Course	Semester Taken	Grade
MAR 3023 – Intro to Mktg		
MAR 3391 – Prof. Selling		

Minimum grade of B in MAR 3023 is required to submit an application. A “B-minus” in MAR 3391 required for acceptance. You may apply before completing MAR 3391.

**IIIb. Program Coursework:**

Course Number	Title	When Offered	Prerequisites
MAR4418 or MAR 3403	Strategic Sales Force Management	Fall, Spring	MAR 3023
MAR 4415	Advanced Professional Selling	Fall Only	Admission to Sales Program
MAR 4413	Strategic Issues in Sales	Spring Only	MAR 4415

**IV. Internship / Work Experience:**

Employer	Position	Dates of Employment
_____	_____	_____
_____	_____	_____
_____	_____	_____

Have you ever sold any actual product or service? If so, please tell us about that and include how you achieved your best results.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**V. Extra Curricular Activities:**

Detail below your involvement in community service projects, other volunteer work, sports, hobbies, membership in social organizations, etc.

\_\_\_\_\_

\_\_\_\_\_

## VI. Other:

Why are you interested in a career in sales? \_\_\_\_\_  
\_\_\_\_\_

How did you hear about the Professional Selling Program? \_\_\_\_\_  
\_\_\_\_\_

## VII. Application Requirements:

- A. Signed, fully completed application
- B. Resume
- C. Degree Audit
- D. YouTube Video: Maximum 3 minutes. Post to an “unlisted” channel (instructions are on the back of this page) and paste the link into an email to Mr. Steiger [william.steiger@ucf.edu](mailto:william.steiger@ucf.edu):
  - a. Your video should answer this question: *What unique skills and experiences do you bring to the UCF Professional Selling Program that will make PSP a better program?*
- E. Short Answer – provide your answer to the questions below. Page limit – ½ page each.
  - a. You’re a student in the Professional Selling Program and have a part time job serving at a local restaurant. Your Advanced Professional Selling teacher e-mailed the class to see who would like to have dinner with Company X (one of our Corporate Partners) when their representatives are in town next week. You respond to the e-mail to reserve a spot, later realizing you have a work shift at the same time, creating a scheduling conflict. How do you handle the situation?
  - b. How do you currently manage your time? (please be specific) How do you see that changing, if at all, if you are offered a seat in the Professional Selling Program?
  - c. Describe a time when you did more than was expected in one of your classes.
  - d. Tell us about your biggest accomplishment and how you went about accomplishing it.
- F. Any other materials you wish to be considered as part of your application (i.e. letters of recommendation, career portfolio, samples of academic work, work-related accomplishments)
- G. Before final selections, select candidates will be interviewed by Sales Faculty & PSP Alumni.

## VIII. Program Eligibility

- Admission by Marketing Department approval: eligibility and program requirements depend on UCF catalogue year (CY).
  - CY 2014 or earlier: applicants must be Marketing majors.
  - CY 2015: applicants must be an accepted College of Business Majors. **Students in majors other than marketing must meet ALL GPA requirements for admission to the marketing major. Upon completion of the PSP, business students who are not marketing majors will receive a certificate in Selling and Sales Management.**
  - CY 2016 and beyond: all UCF majors are eligible to apply. **Students in majors other than marketing must meet ALL GPA requirements for admission to the marketing major. Marketing majors earn a major in Marketing (Professional Selling Track). Students with majors other than marketing are required to complete the requirements for a minor in Professional Selling (see UCF catalog for details).**

## IX. Signature

I have reviewed and understand the program requirements and eligibility..

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Today’s Date

## Uploading your YouTube Video

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1. Open YouTube and find the Upload button on the top, right corner of the screen.
2. In the next window you will see “Select Files to Upload”. Under this designation there is a drop-down box. **Click on the arrow and click “Unlisted”, not public or private.**
3. Click on the large arrow and find your video (where ever it is saved).
4. Click on upload
5. It can take 15 minutes to upload fully so don't close the window while it's uploading
6. When it's 100% uploaded, your video will have a URL on the left side of the screen.
7. Send an email to Mr. Steiger [william.steiger@ucf.edu](mailto:william.steiger@ucf.edu) with the YouTube video URL.