



COLLEGE OF BUSINESS

DEPARTMENT of MARKETING

Professional Selling Program Application

Start August 2018 - End May 2019

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

1st Deadline = Friday, Feb. 2 @ 3 p.m. Final Deadline = Friday, March 23 @ 3 p.m.

I. Contact Information:

Name _____ PID _____

Street Address _____

City _____ State _____ Zip Code _____

Home Telephone (____) _____ Cellular Telephone (____) _____

E-mail _____

Declared 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 GPA _____ Marketing GPA _____ 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 can apply before completing MAR 3391.

IIIb. Program Coursework:

Course Number	Title	When Offered	Prerequisites
MAR4418 or MAR 3403	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. Resume
- B. Degree Audit
- C. Signed, completed application
- 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:
 - a. Your video should answer this question: *What unique skills and experiences do you bring to the UCF Professional Selling Program that will make it 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 is determined by UCF catalogue year.
 - Catalogue year 2014 or earlier: applicants must be accepted Marketing majors
 - Catalogue year 2015: applicants must be accepted College of Business Majors **Non marketing majors must meet ALL GPA requirements for admission to the marketing major. Catalogue year 2015 College of Business students who are not marketing majors will receive a certificate in Selling and Sales Management.**
 - Catalogue year 2016: all UCF accepted majors are eligible. **Non marketing majors must meet ALL GPA requirements for admission to the marketing major. Marketing majors will earn a major in Professional Selling. All other majors will earn a minor in Professional Selling.**

IX. Signature

I have reviewed and understand the program requirements.

Signature

Today’s Date

Uploading your YouTube Video

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 with the YouTube video URL.