

**Program Application**

Start January 2024 – End December 2024

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

# Priority Deadline = Friday, Sept. 29, 2023 @ 3 p.m. Final Deadline = Friday, Oct. 27, 2023 @ 3 p.m.

1. **Contact Information:**

Name PID

Street Address

City State Zip Code

Home Telephone ( ) Cellular Telephone ( )

E-mail

Declared Major(s) Minor(s/)

# 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 Major GPA Expected Graduation

Awards / Achievements:

Special Award / Honor Date Received

# IIIa. Prerequisite Coursework:

Minimum grade of B in MAR 3023 is required to submit an application. A “B-minus” in MAR 3391 or 3407 is required for acceptance.

You can apply before completing MAR 3391 or 3407.

|  |  |  |
| --- | --- | --- |
| **Marketing Courses Taken** | | |
| **Course** | **Semester Taken** | **Grade** |
| MAR 3023 – Intro to Mktg |  |  |
| MAR 3391 – Prof. Selling **or**  MAR 3407 – IB Sales/Mktg |  |  |

**IIIb. PSP Minor Coursework:**

|  |  |  |  |
| --- | --- | --- | --- |
| **Course**  **Number** | **Title** | **When Offered** | **Prerequisites** |
| MAR 3611 | Mkt Analysis/Research Methods | Fall, Spring, Summer | MAR 3023 |
| MAR4418 | Sales Force Management | Fall, Spring, Summer | MAR 3023 |
| MAR 4415 (PSP) | Advanced Professional Selling | Fall & Spring | Admission to  Sales Program |
| MAR 4413 (PSP) | Strategic Issues in Sales | Fall & Spring | MAR 4415 |

# 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.**

# Extra-Curricular Activities:

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

# Other:

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

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

How did you hear about the program? Did a current PSP student or alum recommend you apply?

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

# Application Requirements:

* 1. Resume
  2. Degree Audit
  3. Signed, completed application
  4. 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):
     1. 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?*
  5. Short Answer – provide your answer to the questions below. Page limit – ½ page each.
     1. 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?
     2. How do you currently manage your time? (please be specific) How do you see that changing if you are offered a seat in the Professional Selling Program?
     3. Describe a time when you did more than was expected in one of your classes.
     4. Tell us about your biggest accomplishment and how you went about accomplishing it.
  6. 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)
  7. G. Before final selections, select candidates will complete three interviews.

# Program Eligibility

* Admission by Marketing Department approval: eligibility is determined by UCF catalogue year.
  + All UCF majors are eligible to apply. **Marketing majors will earn a major in Professional Selling. All other majors will earn a minor in Professional Selling**

# 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 (wherever 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.