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| **Department of ~~Sales and Service Technology~~ Professional Sales** |
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| * [Interior Design Technology](http://catalog.weber.edu/preview_entity.php?catoid=6&ent_oid=1822&returnto=985#Interior_Design_Technology) * [Sales and Merchandising](http://catalog.weber.edu/preview_entity.php?catoid=6&ent_oid=1822&returnto=985#Sales_and_Merchandising) | * [~~Technical Sales~~](http://catalog.weber.edu/preview_entity.php?catoid=6&ent_oid=1822&returnto=985#Technical_Sales) Professional Sales * [Programs](http://catalog.weber.edu/preview_entity.php?catoid=6&ent_oid=1822&returnto=985#Programs) |

**Department Chair:** Vel Casler  
**Location:** Technical Education Building, Room 101  
**Telephone:** Ranee Dearden 801-626-6913  
**Professors:** Vel Casler, Desiree Cooper Larsen, Steven Eichmeier, Carl Grunander; **Associate Professor:** Rick Dove; **Assistant Professors:** Kristen Arnold, Tim Border, Jo Ellen Jonsson; **Instructors:** Jacie Johnson, Shauna Morris

The Department of ~~Sales and Service Technology~~ Professional Sales offers associate of applied science degrees in the areas of Sales & Merchandising Technology and Interior Design and bachelor’s degrees in ~~Technical Sales~~ Professional Sales and Interior Design – ~~Technical Sales~~ Professional Sales.

**Interior Design Technology**

***Advisors:****Kristen Arnold ~~801-626-7935~~ 801-395-3423  
Shauna Morris 801-626-7940*

Interior Design Technology is a program offered under the Department of ~~Sales & Service Technology~~ Professional Sales.  Interior Design Technology is a two-year program that prepares students for the four-year Interior Design ~~Technical Sales~~ Professional Sales degree. The two-year AAS degree provides students’ academic preparation for employment as assistant designers, wholesale showrooms, and retail sales positions.

***The four-year Interior Design - ~~Technical Sales~~ Professional Sales (BS) degree is described***[***here***](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073)***.***

**Sales and Merchandising**

The sales and merchandising program is designed to prepare people for employment in selling at all levels of distribution and merchandising and middle management areas of retailing. Occupational opportunities include positions as salespeople (auto, insurance, real estate, etc.), middle management areas of sales managers and wholesale managers, retail salespeople, departmental managers, fashion coordinators, buyers, sales promotion managers, personnel directors, and display people. Students supplement their course work with practical on-the-job training in local business establishments, receiving college credit for their work experience.

**~~Technical Sales~~ Professional Sales**

This program prepares individuals to serve as agents or sales representatives in selling ~~technical~~ products/services to other businesses, plants, professionals, and public and private institutions. This program offers a ~~technical~~ professional sales emphasis tailored toward specific technical fields such as:

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|  | Manufacturing Rep | Communication System Rep |
|  | Pharmaceutical Rep | Medical Equipment Rep |
|  | Financial Planning | Real Estate |
|  | Technology Sales | Financial Services Marketing |
|  | Wholesale Rep | Broker |
|  | Electronic Rep | Small Business Owner |

**Programs**

**Associate of Applied Science**

* [Interior Design Technology (AAS)](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067)
* [Sales and Merchandising (AAS)](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2068)

**Bachelor of Science**

* [Interior Design - ~~Technical Sales~~ Professional Sales (BS)](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073)
* [~~Technical Sales~~ Professional Sales (BS)](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072)

**Emphasis Option for Bachelor of Integrated Studies**

*BIS emphases are also offered for most programs with a minor.*

* Professional Sales Emphasis (BIS)
* [Interior Design Technology Emphasis (BIS)](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2074)

**Minor**

* [Business/Multimedia Technologies Minor](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2082)
* [Fashion Merchandising ~~Minor~~](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2069) Track
* [Interior Design ~~Minor~~](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2070) Track
* [Sales ~~Minor~~](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2071) Track

**Honors, Departmental**

* [Interior Design Technology Departmental Honors](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2366)
* [~~Sales and Service Technology~~ Professional Sales Departmental Honors](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2066)

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| |  | | --- | | Fashion Merchandising ~~Minor~~ Track | |  | |
| ~~Sales and Service Technology~~ Professional Sales (Minor)  * **Grade Requirements:** A grade of “C” or better in all courses used toward the minor. * **Credit Hour Requirements:**A total of 21 credit hours required.   This program offers students who major in another field the option to obtain a minor in one of the areas in ~~Sales and Service Technology~~ Professional Sales. Course options are available for substitution or addition to the recommended courses should the student feel a need for a more specific or concentrated minor emphasis. Check with the ~~SST~~ PS Department for approval of substitute courses. Course Requirements for Fashion Merchandising ~~Minor~~ TrackCourses Required (21 credit hours)  * [IDT 2010 - Sustainability I: Textiles and Soft Materials](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2069) **Credits:** **(3)** * [~~SST~~ PS 1143 - Fundamental Selling Techniques](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2069) **Credits:** **(3)** * [~~SST~~ PS 1503 - Introduction to Fashion Merchandising](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2069) **Credits:** **(3)** * [~~SST~~ PS 2383 - Retail Merchandising and Buying Methods](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2069) **Credits:** **(3)** * [~~SST~~ PS 2443 - Advertising Methods](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2069) **Credits:** **(3)** * [~~SST~~ PS 2703 - Internet Sales and Service](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2069) **Credits:** **(3)** * [THEA 3243 - Costume History](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2069) **Credits:** **(3)** |

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| |  | | --- | | Interior Design ~~Minor~~ Track | |  | |
| ~~Sales and Service Technology~~ Professional Sales (Minor)  * **Grade Requirements:** A grade of “C” or better in all courses used toward the minor. * **Credit Hour Requirements:**A total of 21 credit hours required.   This program offers students who major in another field the option to obtain a minor in one of the areas in ~~Sales and Service Technology~~ Professional Sales. Course options are available for substitution or addition to the recommended courses should the student feel a need for a more specific or concentrated minor emphasis. Check with the ~~SST~~ PS Department for approval of substitute courses. Course Requirements for Interior Design ~~Minor~~ TrackCourses Required (minimum of 21 credit hours)  * [IDT 1010 CA - Introduction to Interior Design](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2070) **Credits:** **(3)** * [IDT 2020 - Computer-aided Design and Drafting](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2070) **Credits:** **(3)** * [IDT 2035 - Design Process/Space Planning](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2070) **Credits:** **(3)** * [IDT 2040 - Architectural Detailing](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2070) **Credits:** **(3)** * [IDT 3025 - Professional Practice](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2070) **Credits:** **(3)** * [IDT 3030 - Sustainability II: Materials, Hard Surfaces, and Specifications](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2070) **Credits:** **(3)** * [IDT 4020 - Commercial Design](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2070) **Credits:** **(3)** |

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| |  | | --- | | Sales ~~Minor~~ Track | |  | |
| ~~Sales and Service Technology~~ Professional Sales (Minor)  * **Grade Requirements:** A grade of “C” or better in all courses used toward the minor. * **Credit Hour Requirements:**A total of 21 credit hours required.   This program offers students who major in another field the option to obtain a minor in one of the areas in ~~Sales and Service Technology~~ Professional Sales. Course options are available for substitution or addition to the recommended courses should the student feel a need for a more specific or concentrated minor emphasis. Check with the ~~SST~~ PS Department for approval of substitute courses. Course Requirements for Sales ~~Minor~~ TrackCourses Required (minimum of 21 credit hours)  * [~~SST~~ PS 1143 - Fundamental Selling Techniques](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2071) **Credits:** **(3)** * [~~SST~~ PS 1303 - Sales Channels](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2071) **Credits:** **(3)** * [~~SST~~ PS 2603 - Advanced Selling Techniques](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2071) **Credits:** **(3)** * [~~SST~~ PS 3103 - Sales Personalities and Profiles](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2071) **Credits:** **(3)** * [~~SST~~ PS 3203 - Customer Service Techniques](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2071) **Credits:** **(3)** * [~~SST~~ PS 3363 - Contract and Sales Negotiation Techniques](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2071) **Credits:** **(3)** * [~~SST~~ PS 3803 - Sales Proposals](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2071) **Credits:** **(2 contact, 1 lab)** (3 credit hours required) * [~~SST~~ PS 3903 - Sales Presentation Strategies and Techniques](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2071) **Credits:** **(3)** |

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| |  | | --- | | ~~Technical Sales~~ Professional Sales (BS) | |  |  * **Program Prerequisite:**An interview with the department chair or designee is necessary prior to acceptance into the program. * **Minor:**Not required. * **Grade Requirements:** A grade of “C” or better in courses required for this major (a grade of “C-” is not acceptable) in addition to an overall GPA of 2.00 or higher. * **Credit Hour Requirements:**A total of 120 hours is required for graduation; a minimum of 48 of these is required within the major. A total of 40 upper division credit hours is required (courses number 3000 and above); a minimum of 32 of these is required within the major.  Advisement All ~~Technical Sales~~ Professional Sales students are required to meet with a faculty advisor at least annually for course and program advisement. Call 801-626-6913 for more information or to schedule an appointment.  (Also refer to the [Department Advisor Referral List](http://weber.edu/ssc/academicadvisors.html).) Admission Requirements Declare your program of study (see [Enrollment Services and Information](http://catalog.weber.edu/content.php?catoid=6&navoid=995)). No special admission or application requirements are needed for this program. General Education Refer to [Degree and General Education Requirements](http://catalog.weber.edu/content.php?catoid=6&navoid=996) for Bachelor of Science requirements. [MATH 1030](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072#tt6677) (3) is recommended to fulfill the Quantitative Literacy requirement. |
| Major Course Requirements for BS DegreeCourses Required (48 credit hours)  * [~~SST~~ PS 1143 - Fundamental Selling Techniques](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [~~SST~~ PS 1303 - Sales Channels](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [~~SST~~ PS 1401 - Introduction to Sales and Service Technology](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(1)** * [~~SST~~ PS 2383 - Retail Merchandising and Buying Methods](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [~~SST~~ PS 2603 - Advanced Selling Techniques](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [~~SST~~ PS 3103 - Sales Personalities and Profiles](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [~~SST~~ PS 3203 - Customer Service Techniques](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [~~SST~~ PS 3363 - Contract and Sales Negotiation Techniques](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [~~SST~~ PS 3503 - Sales Planning and Forecasting](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [~~SST~~ PS 3563 - Principles of Sales Supervision](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [~~SST~~ PS 3702 - Developing Team Leadership Skills](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(2)** * [~~SST~~ PS 3803 - Sales Proposals](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(2 contact, 1 lab)** * [~~SST~~ PS 3903 - Sales Presentation Strategies and Techniques](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [~~SST~~ PS 4203 - Ethical Sales and Service](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [~~SST~~ PS 4610 - Senior Project I](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [~~SST~~ PS 4620 - Senior Project II](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [~~SST~~ PS 4993 - Sales Career Seminar](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)**  ~~Technical Sales~~ Professional Sales Concentration (minimum 20 credit hours) Select a minimum of 20 hours in consultation with the department chair. Support Course Electives (minimum 10 credit hours) Select from the following   * [ACTG 2010 - Survey of Accounting I](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [ACTG 2020 - Survey of Accounting II](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [ATTC 3520 - Fleet Management](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [ATTC 3620 - Automotive Business Practices](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [BSAD 1010 - Introduction to Business](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [BSAD 3000 - Small Business Management](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [CHF 1500 SS - Human Development](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [CHF 2100 - Family Resource Management](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [CHF 2400 - Family Relations](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [CHF 3150 - Consumer Rights and Responsibilities](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [CHF 4400 - The Family in Stress](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [COMM 3050 - Interpersonal Communication and Conflict Management](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [COMM 3120 - Advanced Public Speaking](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [COMM 3820 - Persuasive Communication](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [COMM 3850 - Advertising](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [ENGL 3100 - Professional and Technical Writing](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [GERT 3120 - Aging: Adaptation and Behavior](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [GERT 4650 - Retirement: Adjustment/Planning](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [IDT 1010 CA - Introduction to Interior Design](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [PSY 2000 SS - Interpersonal Relationships](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [PSY 3000 - Child Psychology](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [PSY 3100 - Psychology of Diversity](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [PSY 3460 - Social Psychology](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [PSY 4510 - Industrial and Organizational Behavior](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [SOC 3110 - Sociology of Family](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [~~SST~~ PS 1503 - Introduction to Fashion Merchandising](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [~~SST~~ PS 2182 - Credit and Collection Methods](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(2)** * [~~SST~~ PS 2443 - Advertising Methods](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [~~SST~~ PS 2703 - Internet Sales and Service](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [~~SST~~ PS 2903 - Professional Selling on the Internet](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [~~SST~~ PS 4830 - Directed Readings](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(1-3)** * [~~SST~~ PS 4920 - Short Courses, Workshops, etc](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(1-2)** * [NTM 2080 - Database Applications](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(1)** * [NTM 3070 - Advanced Spreadsheet Applications](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(1)** * [NTM 3090 - Advanced Electronic Presentations](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(2)** * [NTM 3100 - Desktop Publishing](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [NTM 3250 - Business Communication](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** * [NTM 3400 - Training the Trainer](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2072) **Credits:** **(3)** |

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| |  | | --- | | Interior Design - ~~Technical Sales~~ Professional Sales (BS) | |  |   The four-year Interior Design–~~Technical Sales~~ Professional Sales degree provides students academic preparation for employment in kitchen & bath, residential, commercial and commercial design and as product representatives for architects and interior designers.  Students develop skills in technical sales, professional practice, Auto CAD, drafting, sketching, rendering, space planning, specification of materials, building codes, history and theory. Drafting and technical skills are essential to the program of study.  In addition to classroom projects, students participate in various community projects, attend field trips, and participate locally in professional organizations such as ASID, IIDA and NKBA.  Students graduating with the Interior Design ~~Technical Sales~~ Professional Sales degree meet guidelines for the practice of residential and commercial interior design, are academically prepared to sit for the CKD (Certified Kitchen Design) exam, gain membership in professional organizations, become licensed, and after two years of experience in the field sit for the NCIDQ (National Council for Interior Design Qualification) exam. The Interior Design–~~Technical Sales~~ Professional Sales BS is is **accredited by the Council for Interior Design Accreditation (CIDA)**.    Because the practice of interior design has become complex, technical, and demanding, this program provides students with the technical and sales skills, design and sales skills necessary to compete in the profession.   * **Program Prerequisite:** None. * **Minor:**Not required. * **Grade Requirements:**A grade of “B” or better in courses required for this major (a grade of “B-” is not acceptable) in addition to an overall GPA of 3.0 or higher. * **Credit Hour Requirements:** A total of 124 hours is required for this program for graduation.   Transfer students and students coming into the program with an AAS, AA, or AS will take six semesters to complete the program. Advisement All Interior Design students are required to meet with a faculty advisor each semester for course and program advisement. Call 801- 626-6913 or 801-626-7935 for more information or to schedule an appointment.  (Also refer to the [Department Advisor Referral List](http://weber.edu/ssc/academicadvisors.html).) Admission Requirements Declare your program of study (see [Enrollment Services and Information](http://catalog.weber.edu/content.php?catoid=6&navoid=995#Program_of_Study__Major_Minor__Declaration)). There are no admission or application requirements for this program. General Education Refer to [Degree and General Education Requirements](http://catalog.weber.edu/content.php?catoid=6&navoid=996) for Bachelor of Science requirements. [MATH 1030](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073#tt2907) (3) is recommended to fulfill the Quantitative Literacy requirement. The following required support courses will also be applied toward general education requirements: [ART 1010](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073#tt6601) (3) or [ART 1030](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073#tt4049) (3) and [COMM 2110](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073#tt2893) (3). Transfer Credits: No courses older than 10 years will be accepted for transfer credit toward a degree in this program. |
| Major Course Requirements for BS DegreeInterior Design Courses Required (65-66 credit hours)  * [IDT 1010 CA - Introduction to Interior Design](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [IDT 1020 - Presentation Techniques](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [IDT 1050 - Architectural Drafting](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [IDT 2010 - Sustainability I: Textiles and Soft Materials](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [IDT 2020 - Computer-aided Design and Drafting](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [IDT 2035 - Design Process/Space Planning](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [IDT 2040 - Architectural Detailing](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [IDT 2050 - Codes](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(2)** * [IDT 2860 - Practicum](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(1-2)** * [IDT 2990 - Interior Design Seminar](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(1)** * [IDT 3000 - Lighting Design](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [IDT 3010 - Historical Interiors](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [IDT 3020 - American and Modern Interiors](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [IDT 3025 - Professional Practice](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [IDT 3030 - Sustainability II: Materials, Hard Surfaces, and Specifications](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [IDT 3040 - Perspective/Rendering](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(2)** * [IDT 3045 - Residential Design](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [IDT 3060 - Kitchen & Bath](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [IDT 3080 - Advanced Interior Architectural Drafting and Design](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [IDT 4020 - Commercial Design](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [IDT 4025 - Senior Program Development](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(2)** * [IDT 4030 - Senior Project](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [IDT 4040 - Portfolio Design](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(2)** * [IDT 4830 - Directed Readings](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(1-3)** 1 credit hour required * [IDT 4860 - Internship for Interior Design](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)**  Support Courses Required (26 credit hours)  * [ART 1010 CA - Introduction to the Visual Arts](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** or * [ART 1030 CA - Studio Art for the Non-Art Major](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [ART 1140 - Color Theory](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [COMM 2110 HU - Interpersonal & Small Group Communication](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [~~SST~~ PS 1143 - Fundamental Selling Techniques](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [~~SST~~ PS 3103 - Sales Personalities and Profiles](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [~~SST~~ PS 3203 - Customer Service Techniques](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [~~SST~~ PS 3363 - Contract and Sales Negotiation Techniques](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)** * [~~SST~~ PS 3702 - Developing Team Leadership Skills](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(2)** * [~~SST~~ PS 3903 - Sales Presentation Strategies and Techniques](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2073) **Credits:** **(3)**  Note: Students are required to attend activities outside of the classroom and at least one workshop per year, for which a fee may be attached. |
| |  | | --- | | Interior Design Technology (AAS) | |  |  * **Grade Requirements: An overall GPA of 3.0 or “B”** * **Credit Hour Requirements: A total of 66 credit hours is required.** * **Assessment Requirements: Students may be required to complete certain assessment instruments as part of the requirements for receiving the associate’s degree.**  AdvisementAll Interior Design students are required to meet with a faculty advisor each semester for course and program advisement. Call 801- 626-6913 or 801-626-7935 for more information or to schedule an appointment. (Also refer to the [Department Advisor Referral List](http://weber.edu/ssc/academicadvisors.html).)Admission RequirementsDeclare your program of study (see [Enrollment Services and Information](http://catalog.weber.edu/content.php?catoid=6&navoid=995)). There are no admission or application requirements for this program.General EducationRefer to [Degree and General Education Requirements](http://catalog.weber.edu/content.php?catoid=6&navoid=996) for Associate of Applied Science requirements. The following required support courses will also be applied toward general education requirements: [COMM 2110](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067#tt2914) (3), [MATH 1030](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067#tt2984) (3) and [ART 1010](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067#tt7495)(3) or [ART 1030](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067#tt1737) (3). Students also need to complete Life Science or Physical Science (3), Social Science (3), and Computer and Information Literacy (minimum 2). A minimum of 20 hours in residence is required. |
| Major Course Requirements for AAS DegreeInterior Design Courses Required (33 credit hours)  * [**IDT 1010 CA - Introduction to Interior Design**](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067)**Credits: (3)** * [**IDT 1020 - Presentation Techniques**](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067)**Credits: (3)** * [**IDT 2010 - Sustainability I: Textiles and Soft Materials**](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067)**Credits: (3)** * [**IDT 2020 - Computer-aided Design and Drafting**](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067)**Credits: (3)** * [**IDT 2035 - Design Process/Space Planning**](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067)**Credits: (3)** * [**IDT 2040 - Architectural Detailing**](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067)**Credits: (3)** * [**IDT 2050 - Codes**](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067)**Credits: (2)** * [**IDT 2860 - Practicum**](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067)**Credits: (1-2)** * [**IDT 2990 - Interior Design Seminar**](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067)**Credits: (1)** * [**IDT 3010 - Historical Interiors**](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067)**Credits: (3)** * [**IDT 3020 - American and Modern Interiors**](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067)**Credits: (3)** * [**IDT 3030 - Sustainability II: Materials, Hard Surfaces, and Specifications**](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067)**Credits: (3)**  Support Courses Required (27 credit hours)  * [**ART 1010 CA - Introduction to the Visual Arts**](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067)**Credits: (3) or** * [**ART 1030 CA - Studio Art for the Non-Art Major**](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067)**Credits: (3)** * [**ART 1140 - Color Theory**](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067)**Credits: (3)** * [**COMM 2110 HU - Interpersonal & Small Group Communication**](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067)**Credits: (3)** * [**ENGL 1010 EN - Introductory College Writing**](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067)**Credits: (3)** * [**MATH 1030 QL - Contemporary Mathematics**](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067)**Credits: (3)** * [**~~SST~~ PS 1143 - Fundamental Selling Techniques**](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067)**Credits: (3)** * [**~~SST~~ PS 3103 - Sales Personalities and Profiles**](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2067)**Credits: (3)**  Note:[Computer and Information Literacy](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2338#General Education Requirements) as defined in this catalog is also required. |

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| |  | | --- | | Sales and Merchandising (AAS) | |  |  * **Program Prerequisite:** An interview with the program advisor is necessary prior to acceptance into the program. * **Grade Requirements:**An overall GPA of 2.00 or “C.” * **Credit Hour Requirements:** A total of 63 credit hours is required. * **Assessment Requirements:**Students will be required to complete certain assessment instruments as part of the overall requirements for receiving their associate’s degree. Please see your advisor or your department for specific information regarding assessment.  Advisement All Sales and Merchandising students are required to meet with a faculty advisor at least annually for course and program advisement. Call 801-626-6913 for more information or to schedule an appointment. Admission Requirements Declare your program of study (see [Enrollment Services and Information](http://catalog.weber.edu/content.php?catoid=6&navoid=995)). No special admission or application requirements are needed for this program. General Education Refer to [Degree and General Education Requirements](http://catalog.weber.edu/content.php?catoid=6&navoid=996) for Associate of Applied Science requirements. [COMM 2110](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2068#tt8041) is a required support course and will also be applied toward general education requirements. Computer and Information Literacy as defined in this catalog is also required for the AAS degree. |
| Major Course Requirements for AAS DegreeCourses Required (15 credit hours)  * [~~SST~~ PS 1143 - Fundamental Selling Techniques](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2068) **Credits:** **(3)** * [~~SST~~ PS 1303 - Sales Channels](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2068) **Credits:** **(3)** * [~~SST~~ PS 2603 - Advanced Selling Techniques](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2068) **Credits:** **(3)** * [~~SST~~ PS 3203 - Customer Service Techniques](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2068) **Credits:** **(3)** * [~~SST~~ PS 3563 - Principles of Sales Supervision](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2068) **Credits:** **(3)**  Support Courses (30 credit hours)  * Select 30 credit hours from any of the ~~SST~~ PS Department courses.  Note: [*Computer and Information Literacy*](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2338#General Education Requirements)as defined in this catalog is also required. |

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| **~~Sales and Service Technology~~ Professional Sales Departmental Honors** |
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*Please contact the ~~Sales and Service Technology~~ Professional Sales Department for advisement and permission prior to enrolling in Honors courses.*

To earn Departmental Honors in ~~Sales and Service Technology~~ Professional Sales, a student must:

1. Be declared as a ~~SST~~ PS major earning a Bachelor of Arts or Bachelor of Science Degree
2. Must apply for ~~SST~~ PS Departmental Honors prior to the beginning of the last semester before graduation
3. Complete all of the requirements for a BS or BA degree in ~~Sales and Service Technology~~ Professional Sales
4. Earn a 3.7 GPA in the Major
5. Earn an “A” in the [~~SST~~ PS 4610](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2066#tt6688) and [~~SST~~ PS 4620](http://catalog.weber.edu/preview_program.php?catoid=6&poid=2066#tt9951) Senior Project Classes
6. Compete in the Collegiate DECA State Career Development Conference and finish in the top 6 of the chosen event. Or  
   Compete in the International Career Development Conference and finish in the top ten of the chosen event.

*Students who have not completed their General Education requirements are encouraged to take Honors General Education classes.*