**Sales and Merchandising**

***ASSOCIATE OF APPLIED SCIENCE DEGREE (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.  (Also refer to the [Department Advisor Referral List](http://weber.edu/ssc/academicadvisors.html).)

**Admission Requirements**

Declare your [program of study](http://documents.weber.edu/catalog/Current/pages/progstd.htm). There are no special admission or application requirements for this program.

**General Education**

Refer to [General Requirements](http://documents.weber.edu/catalog/Current/catgened.htm) for Associate of Applied Science requirements. COMM HU2110 is required. [Computer and Information Literacy](http://documents.weber.edu/catalog/Current/pages/gened.htm#COMPUTER LITERACY) as defined in this catalog is also required for the AAS degree.

**Course Requirements for AAS Degree**

**Courses Required (~~14~~  15 credit hours)**

* SST 1143 Fundamental Selling Techniques (3)
* SST 1303 Distribution Principles (3)
* ~~SST 1602 Advanced Selling Techniques (2)~~ SST 2603 Advanced Selling Techniques (3)
* SST 3203 Customer Service Techniques (3)
* SST 3563 Principles of Supervision (3)

**Support Courses (31 credit hours)**

* IDT 2010 Textiles (3)
* SST 1503 Intro to Fashion Merchandising (3)
* SST 1890 Work Experience (3)
* SST 2182 Credit & Collection Methods (2)
* SST 2383 Retail Merchandising & Buying Methods (3)
* SST 2443 Advertising Methods (3)
* SST 2703 Internet Sales and Service (3)
* SST 2991 Sales/Service Tech Seminar (3)
* SST Electives (8)

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