

WILLIAM RAINEY HARPER COLLEGE FAST TRACK PROGRAM

Customer Success and Sales Certificate

Start Date: August 18, 2025 (OG5L-F04)

All Courses Are Online

Semester 1: Fall 2025	
Course Name	Dates
Orientation: Required online orientation.	Online orientation site opens week of Aug. 18
MGT 111 (3 credits): Intro to Business Organization	Online 9/2 – 10/12 (6 weeks) <i>See course syllabus for textbooks and assignments.</i>
MKT 140 (3 credits): Principles of Professional Selling	Online 10/13 – 12/7 (8 weeks) <i>See course syllabus for textbook and assignments.</i>
Break 12/8/25 – 1/11/26	
Semester 2: Spring 2026	
MKT 180 (3 credits): Strategic Communication for a Digital World <i>Recommended preparation: ENG101 or placement options into ENG101</i>	Online 1/12 – 3/8 (8 weeks) <i>See course syllabus for textbook and assignments.</i>
MKT 146 (3 credits): Customer Service Skills for Success	Online 3/9 – 5/10 (9 weeks) <i>See course syllabus for textbook and assignments.</i>
Semester 3: Summer 2026	
MKT 243 (3 credits): Social Commerce & Sales	Online 5/18 – 6/28 (6 weeks) <i>See course syllabus for textbook and assignments.</i>
Break 6/29 – 8/23	
Semester 4: Fall 2026	
MKT 147 (3 credits): Salesforce®: Customer Relationship Management	Online 8/24 – 10/18 (8 weeks) <i>See course syllabus for textbook and assignments.</i>
MKT 252 (3 credits): Internet Marketing	Online 10/19 – 12/13 (8 weeks) <i>See course syllabus for textbook and assignments.</i>
Graduation: Customer Success and Sales Certificate	

Fast Track general homework expectation: 10-20 hours per week per course.

Course	Prerequisites
MKT 180	Recommended preparation: ENG101 or placement into ENG101 due to the language emphasis of the course.