

Date: August 25, 2025

WILLIAM RAINEY HARPER COLLEGE FAST TRACK PROGRAM

Customer Success and Sales Certificate

Start Date: January 5, 2026 (OJ6L-F11)

All Courses Are Online

Semester 1: Spring 2026	
Course Name	Dates
Orientation: Required online orientation.	Online orientation site opens week of Jan. 5
MGT 111 (3 credits): Intro. to Business Organization	Online 1/12 – 3/8 (8 weeks) <i>See course syllabus for textbook and assignments.</i>
MKT 140 (3 credits): Principles of Professional Selling	Online 3/9 – 5/10 (9 weeks) <i>See course syllabus for textbook and assignments.</i>
Semester 2: 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 3: Fall 2026	
MKT 180 (3 credits): Strategic Communication for a Digital World	Online 8/24 – 10/18 (8 weeks) <i>See course syllabus for textbook and assignments.</i>
MKT 146 (3 credits): Customer Service Skills for Success	Online 10/19– 12/13 (8 weeks) <i>See course syllabus for textbook and assignments.</i>
Break 12/14/26 – 1/18/27	
Semester 4: Spring 2027	
MKT 147 (3 credits): Salesforce®: Customer Relationship Management	Online 1/19 – 3/14 (8 weeks) <i>See course syllabus for textbook and assignments.</i>
MKT 252 (3 credits): Internet Marketing	Online 3/15 – 5/16 (9 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.