



## Hubbard-Hall and Post University Course Transfer Program Agreement

Post University will recognize Hubbard-Hall training courses towards the courses listed below.

Hubbard-Hall Training	Post University Courses	Post Credits
<b>Cluster 1 – Each 4-5 hrs.</b>		
“Closing the Sale” “Basics of Effective Selling” “Developing a Strategic Plan.” “Mastering Cold Calls;” “Telephone Sales Skills.” “Dealing with Difficult Customers” “Closing the Sale.” “Building Strong Customer Relations;” “Negotiating for the Sales Professional.” “Intercultural Business Etiquette.” “Customer Support and Personalization”	Marketing 203, “Sales and Techniques of Selling.”	3
<b>Cluster 2 – Each 4-5 hrs.</b>		
“Cross-cultural Communication” “Basics of Conflict Management” “Workplace Diversity” “Sexual Harassment” “Workplace Stress Management” “Building Diverse Teams” “Interpersonal Communication” “Non-verbal communication” “Proactive Communication Models” “Reactive Communication Models”	Management 303: “Managing A Diverse Workforce.”	3
<b>Cluster 3 – 5-18 hrs.</b>		
“Windows 2000” “Windows XP” “Windows NT” “Microsoft Word Basic and Advanced” “Excel Basic and Advanced” “PowerPoint Basic” “Microsoft Outlook” (one class) OR: Microsoft Office 2003 Microsoft Vision 2000 Internet Networking Technologies	Computer Information Systems (CIS) 112	3



Hubbard-Hall Training	Post University Courses	Post Credits
<b>Cluster 4</b> Eight courses from each of the following categories: - Microsoft Windows 2000 Skills Series: Configuring, Administering. - Microsoft Windows 2000: Implementing and Administering Network Infrastructure - Microsoft Windows 2000: Designing a Directory Services Infrastructure	Computer Information Systems (CIS) 337, "Networking"  * Four HH courses would still count towards 1.5 unrestricted or CIS elective credits.	3
<b>Cluster 5</b> Eight courses in SQL Server 7.0 including: - SQL Server 7.0 - Management Part I - Management Part II - Management Part II - Data Warehousing Part I - Data Warehousing Part II	Computer Information Systems (CIS) 420: "Introduction to DBMS"  Or four courses will equal 1.5 unrestricted or CIS elective credits.	3
<b>Cluster 6</b> Eight courses in the Introduction to Oracle: SQL and - PL/SQL	Computer Information Systems (CIS) 420: DBMS	3
<b>Cluster 7</b> OS/390 Skills Series in Assembler Introduction, Intermediate, and Advanced along with C++ Programming	Computer Information Systems (CIS) 200	3
<b>Cluster 8</b> Eight courses in Visual Basic under Designing and Implementing Desktop Applications using Microsoft Visual Basic 6.0	Computer Information Systems (CIS) 230	3
<b>TOTAL</b>		<b>24</b>