



INDIANA COMMISSION *for*
HIGHER EDUCATION

May 24, 2016

Dr. Michael Ruston
Associate Vice President for University Academic Affairs
Director of Strategic Planning
Indiana University
Bryan Hall 201, 107 S. Indiana Ave.
Bloomington, Indiana 47405

Dear Michael:

The Commission for Higher Education hereby approves, through routine staff action, the following degree program:

Undergraduate Certificate in Professional Sales (IU) to be offered at
Indiana University Purdue University Fort Wayne

This program will be listed in the Commission's Academic Program Inventory (API) under CIP Code 52.1804 and under degree program level of At Least One Year but Less than Two. If you have any questions or comments regarding this action, please contact me.

Sincerely,

Ken Sauer
Senior Associate Commissioner and
Chief Academic Officer

Cc: Patrick McLaughlin