Gainful Employment Disclosures for the

Certificate in Sales and Sales Management

Context

In regulations published October 29th, 2010, the United States Department of Education requires institutions participating in Title IV financial aid programs to make certain information available to anyone considering enrollment in programs that lead to gainful employment in recognized occupations, or "Gainful Employment programs." The following disclosures are those required by the federal regulations.

Program Identification

Cardinal Stritch University's Certificate in Sales and Sales Management is a non-degree program designed for those in sales and sales management careers. As such, it qualifies as a gainful employment program. The following link provides a summary of this occupation – Please contact the Financial Aid Office for this information.

The Certificate in Sales and Sales Management is classified by the following codes:

Classification Item	Code Value
OPE ID (Office of Postsecondary Education Identifier)	00383700 (Cardinal Stritch University)
CIP (Classification of Instructional Programs)	52.0101
Credential Level	01 (undergraduate certificate)
O*NET SOC (Occupational Network Standard Occupational Classification)	Please contact the Financial Aid Office for this information.

Program Costs

The Certificate in Sales and Sales Management includes 15 credit hours. The estimated costs of the program for students enrolling in the 2012-13 year will be:

Item	Cost
Tuition and Fees	$4725
Books and Supplies	$1080
Room and Board	$5736
Misc.	$4392
Transportation	$2076
Loan Fees	$95
Total Program Cost	$18,104

On-time Completion Rate

The on-time completion rate for students who completed the program in the 11-12 academic year was 0%. This completion rate reflects the fact that students typically complete the certificate in conjunction with a degree program, and not as a stand-alone program.

Median Incurred Debt

The median Title IV loan debt incurred by students who completed the program in the 11-12 academic year was $28,325. This figure reflects the fact that students typically complete the certificate in conjunction with a degree program, and not as a stand-alone program.

The median private loan debt incurred by students who completed the program in the 11-12 academic year was $0.

Job Placement Rates

At this time, neither the Higher Learning Commission nor the State of Wisconsin require Cardinal Stritch University to calculate job placement rates. Accordingly, the federal regulations do not require job placement rate disclosure at this time.

The Department of Education has committed to establishing a formula for calculating job placement rates for gainful employment programs. Once the federal formula has been established, Cardinal Stritch University will report job placement rates using the federal formula.