

USCA CLASS SIZE EXCEPTION REPORT

The USCA's class size criteria for entry-level and advanced sales classes is as follows:

- A maximum of 30 students in entry-level sales classes; a maximum of 20 students in advanced classes when the course syllabus includes role-playing.
(Exceptions may be granted for maximum class size if the applicant can demonstrate significant/rigorous experiential components in the course content.)

While class size is an important criterion, the USCA also understands that there are reasons why class size may be an issue for some member schools. To assist with compliance, an exception policy has been developed for universities that exceed the class size criteria YET are able to demonstrate significant role-playing or experiential activities in those classes. **NOTE: Only your entry-level sales course (max of 30 students) and advanced sales course (max of 20 students) have class size criteria.**

If your entry-level (max of 30 students) **AND/OR** advanced level (max of 20 students) sales class exceeded the maximum class size criteria, complete this form and attach your course syllabus.



UNIVERSITY SALES CENTER ALLIANCE

Advancing the Sales Profession Through Teaching, Research and Outreach

University/College Name

Sales Program Contact Person

E-mail Address

Phone Number

ENTRY-LEVEL COURSE: Complete below if one or more sections of your entry-level sales course exceeded 30 students in the last academic year.

(Exceptions may be granted for maximum class size if the applicant can demonstrate significant/rigorous experiential components in the course content.)

Entry-Level Sales Course Name

Number of Sections Offered Last Academic Year

List Class Size by Section for Last Academic Year for those that exceeded 20 STUDENTS	SECTION 1	SECTION 2	SECTION 3	SECTION 4	SECTION 5	SECTION 6
	1	2	3	4	5	6

Course Description/Syllabus

Please describe how this course meets the exception standard of containing significant/rigorous experiential components and ATTACH SYLLABUS

Notes



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ADVANCED LEVEL COURSE: Complete below if one or more sections of your advanced sales course exceeded 20 students in the last academic year.

(Exceptions may be granted for maximum class size if the applicant can demonstrate significant/rigorous experiential components in the course content.)

Advanced Sales Course Name

Number of Sections Offered Last Academic Year

List Class Size by Section for Last Academic Year for those that exceeded 20 STUDENTS

SECTION 1	SECTION 2	SECTION 3	SECTION 4	SECTION 5	SECTION 6

Please describe how this course meets the exception standard of containing significant/rigorous experiential components and ATTACH SYLLABUS

Notes