

## Course Schedule Winter 2022 Trimester

Below is a list of the courses for the Winter 2022 trimester, including days/times for each course. Course summaries can be found on the following page for reference. Classes begin the week of January 10, 2022 and continue through the week of April 18, 2022. Information about Winter trimester holidays is available in the [Academic Calendar 2022](#).

*Note: there will be additional courses offered each trimester, as you move through the program. Course schedule subject to change based on enrollment numbers.*

COURSE	MONDAY	TUESDAY	WEDNESDAY	THURSDAY
<b>PRO-103: Practical Problem Solving</b>		3:30pm - 5pm PT 4:30pm - 6pm MT 5:30pm - 7pm CT 6:30pm - 8pm ET		3:30pm - 5pm PT 4:30pm - 6pm MT 5:30pm - 7pm CT 6:30pm - 8pm ET
<b>PRO-104: Clear Communication*</b>	3:30pm - 5pm PT 4:30pm - 6pm MT 5:30pm - 7pm CT 6:30pm - 8pm ET		3:30pm - 5pm PT 4:30pm - 6pm MT 5:30pm - 7pm CT 6:30pm - 8pm ET	
<b>PRO-105: Working with Others*</b>		3:30pm - 5pm PT 4:30pm - 6pm MT 5:30pm - 7pm CT 6:30pm - 8pm ET		3:30pm - 5pm PT 4:30pm - 6pm MT 5:30pm - 7pm CT 6:30pm - 8pm ET
<b>BUS-211: Salesforce Admin Super Set Foundations**</b>		5:30pm - 7pm PT 6:30pm - 8pm MT 7:30pm - 9pm CT 8:30pm - 10pm ET	5:30pm - 7pm PT 6:30pm - 8pm MT 7:30pm - 9pm CT 8:30pm - 10pm ET	5:30pm - 7pm PT 6:30pm - 8pm MT 7:30pm - 9pm CT 8:30pm - 10pm ET
<b>BUS-215: Project Management Foundations**</b>	6pm - 7:30pm PT 7pm - 8:30pm MT 8pm - 9:30pm CT 9pm - 10:30pm ET	6pm - 7:30pm PT 7pm - 8:30pm MT 8pm - 9:30pm CT 9pm - 10:30pm ET	6pm - 7:30pm PT 7pm - 8:30pm MT 8pm - 9:30pm CT 9pm - 10:30pm ET	

COURSE	MONDAY	TUESDAY	WEDNESDAY	THURSDAY
<b>BUS-212: Salesforce Admin Super Set Skills***</b>		6pm - 7:30pm PT 7pm - 8:30pm MT 8pm - 9:30pm CT 9pm - 10:30pm ET	6pm - 7:30pm PT 7pm - 8:30pm MT 8pm - 9:30pm CT 9pm - 10:30pm ET	6pm - 7:30pm PT 7pm - 8:30pm MT 8pm - 9:30pm CT 9pm - 10:30pm ET
<b>BUS-216: Project Management in Practice***</b>	5:30pm - 7pm PT 6:30pm - 8pm MT 7:30pm - 9pm CT 8:30pm - 10pm ET	5:30pm - 7pm PT 6:30pm - 8pm MT 7:30pm - 9pm CT 8:30pm - 10pm ET	5:30pm - 7pm PT 6:30pm - 8pm MT 7:30pm - 9pm CT 8:30pm - 10pm ET	

**Prerequisites:**

\* Students who plan to complete the program in 8 months [two trimesters] should take these two professional skills courses, as they may not be available next trimester (plus the first course in the credential series). Please see your coach with any questions.

\*\* The first credential course is only open to students who have mastered, or are concurrently taking and on track to master, a minimum of one (1) Professional Skills course.

\*\*\* The second of the credential courses is only open to students who have mastered a minimum of one professional skills course and the first course in the credential series, and have already taken and mastered, or are concurrently taking and on track to master a second professional skills course.

## Course Introductions

Below is an introduction to the courses available for the Winter 2022 trimester.

### PRO-103: Practical Problem Solving

In Practical Problem Solving, students learn a set of general heuristics that allow them to frame and solve a wide range of different types of problems. We teach methods for identifying and characterizing problems, for using divergent and convergent thinking, for reframing problems, and for prioritizing potential solutions. Part of this course focuses on heuristics for devising creative solutions to ill-formed problems.

### PRO-104: Clear Communication

Communication is a two-way street: it means both understanding what others say and write—and effectively conveying your own thoughts through speech or writing. This course will help you to improve your verbal and written communication skills as well as your ability to understand and analyze what you read. You will learn to read critically, develop your own arguments, write specific kinds of communications, and communicate more effectively with others and in groups.

### PRO-105: Working with Others

Skills that help people to work with others—including relationship management, working in teams, and communication skills—are already in high demand among employers, and will be in even higher demand in the coming years. In this course, students build these important skills and learn how to apply them at work. Students learn key aspects of how to behave professionally, how to participate in and run meetings, how to collaborate with others effectively, how to receive and give feedback, negotiation techniques, the problem of implicit bias in the workplace, and the value of diversity and inclusion.

**BUS-211: Salesforce Admin Super Set Foundations**

The Salesforce Admin Super Set Foundations course is the first in a two-course sequence that prepares students for an entry-level Salesforce administrator position. Students learn the basics of the Salesforce platform and become familiar with the vocabulary, functions, and interface of the Salesforce software. The curriculum consists of learning to create and modify reports and dashboards, manage access to information to ensure data security, customize an organization's data model, and manage users. Students also work to earn the first of three Salesforce Admin Super Set "Superbadges," the Business Administration Specialist Superbadge.

**BUS-212: Salesforce Admin Super Set Skills**

During the Salesforce Admin Super Set Skills course, the second in the two-course Salesforce-related sequence, students continue to build their knowledge of the Salesforce ecosystem. They continue to build reports and dashboards, learn to set up a mobile interface, build their own apps to achieve company goals, learn and deploy industry-standard identity and access management tools, and customize an organization's Salesforce platform to achieve business goals. Students also work to earn the second two of the three Salesforce Admin Super Set "Superbadges," the Lightning Experience Reports & Dashboards Specialist and the Security Specialist.

**BUS-215: Project Management Foundations**

The Project Management Foundations course is the first in a two-course sequence that prepares students for an entry-level project management position. The course provides the foundational knowledge to enter this growing job field while building practical skills for on-the-job application. Students will learn how to initiate, plan, schedule, budget, execute, monitor, and document projects from beginning to end, for small to medium-sized projects.

**BUS-216: Project Management in Practice**

During the Project Management in Practice course, the second in the two-course project management-related sequence, students will continue to work toward preparing for an industry-recognized credential: CompTIA Project+, which demonstrates core foundational project management knowledge and skills, and they will also produce a new product prototype using Agile project management methodology. Students will also learn how to combine the different project management methodologies into a hybrid approach, giving them a versatile and unique set of skills and tools to manage projects of various sizes across different industries.