

Parts Marketing & Management

Milford Campus

**Associate of Applied Science Degree
Diploma**

Designed to upgrade the competence and professional level of sales and service, this program involves attending classroom lecture and practical laboratory experiences in the college business/parts store and a unique opportunity to work in industry in a cooperative education earning college credit while earning a wage.

Graduate Earnings

Recent graduates report starting salaries of \$11-15 per hour.

Types of jobs available:

- Advertiser
- Aftermarket Manager
- Assistant Parts Manager
- Customer Support Representative
- District Manager
- Entrepreneur
- General Manager
- Marketer
- Inventory Specialist
- Parts Counter Marketer
- Parts Manager
- Retail Merchandising
- Sales Representative
- Service Writer
- Warranty Manager



Recent graduates hired by:

- | | |
|-----------------------------|------------------------------|
| • 21st Century Equipment | • Menards Lincoln North |
| • Advance Auto Parts | • Nebraska Machinery Company |
| • Anderson Ford | • O'Reilly Auto Parts |
| • Bobcat of Omaha | • Rusty Eck Ford of Omaha |
| • Crete Carrier Corporation | • Saline Kenworth |
| • Duncan Aviation | • Speedway Motors |
| • DuTeau Chevrolet | • State Farm Insurance |
| • Garber's Honda | • Werner Enterprises |
| • Husker Auto Group | • Williamson Honda |
| • Kayton International | |
| • MC Industries | |

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It is the policy of Southeast Community College to provide equal opportunity and nondiscrimination in all admission, attendance, and employment matters to all persons without regard to race, color, religion, sex, age, marital status, national origin, ethnicity, veteran status, sexual orientation, disability, or other factors prohibited by law or College policy. Inquiries concerning the application of Southeast Community College's policies on equal opportunity and nondiscrimination should be directed to the Vice President for Access/Equity/Diversity, SCC Area Office, 301 S. 68th Street Place, Lincoln, NE 68510, 402-323-3412, FAX 402-323-3420, or jsoto@southeast.edu.

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Typical classes for diploma

- PDSM1120 Nomenclature I
 - PDSM1131 Aftermarket Cataloging & Obsolescence I
 - PDSM1221 Nomenclature II
 - PDSM1222 Dealership Cataloging & Obsolescence II
 - PDSM1223 Service Writer, Warranty Policies, and Tools
 - PDSM1226 Counter Sales & Operations
 - PDSM1321 Parts Management & Advanced Counter Operations
 - PDSM1325 Merchandising & Advertising
 - PDSM1327 Customer Sales & Relations
 - PDSM1339 Agriculture/Construction Cataloging
 - PDSM1901 Cooperative Education
- Advisor Approved Electives**
- BSAD1010 Microsoft Applications I
 - BSAD2270 Professional Selling
 - BSAD2520 Principles of Marketing
 - OFFT1310 Office Accounting
- Advisor Approved Electives**
- General Education Requirements:
- ENGL1010 Composition I
 - SPCH1110 Public Speaking

Associate degree classes

- BSAD1050 Introduction to Business
- BSAD2400 Principles of Retailing
- BSAD2540 Principles of Management
- MATH1040 Business Math
- ECON1200 Personal Finance



Call today!

For more information

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