

AUCTIONEERING, Diploma - 0100

Business Studies Department

CIP Code: 52.1901

Students prepare to become self-employed as Auctioneers. This program is approved by the Pennsylvania State Board of Auctioneer Examiners as meeting the educational course requirements necessary to sit for the Auctioneer License Examination. Students complete the entire diploma program (20 credits) through Virtual Learning *only* during the Fall semester.

Career Opportunities

Upon completion of the specialty auctioneering courses and passing the Pennsylvania State Auctioneer License Examination the graduate becomes a Licensed Auctioneer. (SOC Code: 41-9099 Sales and Related Workers, All Others)

Competency Profile

This curriculum is designed to prepare students to:

- Develop an auction “chant”
- Use appraisal sources and techniques
- Procure merchandise for auction
- Define and discuss legal issues related to auctioneering
- Organize and prepare an auction
- Conduct an auction
- Prepare business correspondence and government forms

PROGRAM REQUIREMENTS (TOTAL CREDITS = 20)

General Education	Major Requirements	Other Required Courses
	AUCT 101 Audience Communications	3
	AUCT 102 Procurement & Appraisal of Merchandise I	3
	AUCT 103 Procurement & Appraisal of Merchandise II	3
	AUCT 104 Auctioneering Law	3
	AUCT 105 Preparation for the Auction	4
	AUCT 106 The Auction	4
		20

RECOMMENDED SEQUENCE FOR STUDENTS

Fall Semester I

AUCT 101	3
AUCT 102	3
AUCT 103	3
AUCT 104	3
AUCT 105	4
AUCT 106	4