

35698
ADOPTED-BOARD OF TRUSTEES
COMMUNITY COLLEGE DISTRICT NO. 508
DECEMBER 4, 2025

BOARD OF TRUSTEES OF COMMUNITY COLLEGE DISTRICT NO. 508
COUNTY OF COOK AND STATE OF ILLINOIS

RESOLUTION
APPLICATION FOR NEW PROGRAMS
SALES ADVANCED CERTIFICATE AND ASSOCIATE IN APPLIED SCIENCE
THE OFFICE OF ACADEMIC AFFAIRS
DISTRICT WIDE

WHEREAS, new educational programs require approval of the Board of Trustees of Community College District 508, the Illinois Community College Board (ICCB) and the Illinois Board of Higher Education (IBHE); and

WHEREAS, an application for approval of the City Colleges of Chicago Advanced Certificate and Associate in Applied Science in Sales for City Colleges of Chicago has been received and is under review by the Joint Curriculum Development Council for submission; and

WHEREAS, the Sales programs will provide students with hands-on training to develop consultative selling skills, business development strategies, and entrepreneurial competencies. Skills will be reinforced through work-based learning projects and industry-recognized certifications; and

WHEREAS, labor market data shows strong demand for Sales Representatives, Business Development Specialists, and Sales Managers with over 10,000 annual openings in Cook County in 2024, with projected growth of 5-7% over the next 10 years. Entry-level wages for positions accessible to associate degree graduates typically range from \$40,000 to \$55,000 annually, with opportunities for advancement into higher-paying roles such as Sales Managers and Business Development Leads.

NOW THEREFORE BE IT RESOLVED, that the Board of Trustees of Community College District No. 508, County of Cook and State of Illinois, hereby approves the submission of this program for permanent approval by the Illinois Community College Board and Illinois Board of Higher Education, pending completion of Proposed Academic Curriculum Changes (PACC) process per Academic Policy 9.02.

December 4, 2025 – The Office of Academic Affairs