

## AUCTIONEERING, Diploma - 0100

*Business Studies Department*

*CIP Code: 52.1901*

Students prepare to become self-employed as auctioneers or are employed at an auction site. 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. **Note:** *There is a mandatory 60-hour practicum with a PA licensed auctioneer that may include participation in auctioneering activities at a physical site.* This diploma may be completed entirely through asynchronous instruction.

### *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”
- Procure merchandise for an auction
- Appraise and prepare merchandise for auction
- Define and discuss legal issues related to auctioneering
- Organize and prepare an auction
- Conduct an auction
- Recognize all state and national ethical standards for auctions and auctioneers
- Use business methods, such as finance and accounting, management and marketing

### **PROGRAM REQUIREMENTS (TOTAL CREDITS = 20)**

General Education	Major Requirements	Other Required Courses
	AUCT 101 Audience Communications & Bid Calling	3
	AUCT 102 Procurement & Appraisal of Personal Property	3
	AUCT 103 Procurement & Appraisal of Real Estate	3
	AUCT 104 Auctioneering Law	3
	AUCT 200 Prepare & Conduct the Auction	5
	ENTR 221 Entrepreneurial Planning	3
		<b>20</b>

### **RECOMMENDED SEQUENCE FOR STUDENTS**

#### **Fall Semester I**

AUCT 101	3
AUCT 102	3
AUCT 103	3
AUCT 104	3
AUCT 200	5
ENTR 221	3