

Course Transfer Guide

AstraZeneca				Wilmington University			
Course Number	Course Title	Length (hours)	Date of Review	Next Review	Transfer Yes/No	LD/UD Credits Awarded	Type
N/A	Art of Listening	6.5	12/05	12/09	Y	.5 LD	F or B
N/A	Become an Effective Trainer	17.5	12/05	12/09	Y	1 LD	F
N/A	Creative Thinking	6.5	12/05	12/09	Y	.5 LD	F
N/A	Critical Thinking Skills	6.5	12/05	12/09	Y	.5 LD	F
N/A	Crucial Conversations	6.5	12/05	12/09	Y	.5 LD	F or B
N/A	Crucial Confrontations	6.5	12/05	12/09	Y	.5 LD	F
N/A	Decision Making	6.5	12/05	12/09	Y	.5 LD	F
N/A	Facilitation Skills	6.5	12/05	12/09	Y	.5 LD	F
N/A	Gaining Compliance with Tact	6.5	12/05	12/09	Y	.5 LD	F
N/A	Influencing Strategies	6.5	12/05	12/09	Y	.5 LD	F
N/A	Internal Networking	6.5	12/05	12/09	Y	.5 LD	F
N/A	Leading Effective Teams	6.5	12/05	12/09	Y	.5 LD	F
N/A	Making Your Voice Heard	6.5	12/05	12/09	Y	.5 LD	F
N/A	Managing Conflict	6.5	12/05	12/09	Y	.5 LD	F
N/A	Medical Terminology	15	12/05	12/09	Y	1 LD	F
N/A	Good Clinical Practices/Interaction	11.75	12/05	12/09	NO		
N/A	Navigating Change	6.5	12/05	12/09	Y	.5 LD	F
N/A	Negotiation Basics	11.75	12/05	12/09	Y	1 LD	F
N/A	Persuasive Speaking	6.5	12/05	12/09	Y	1 LD	F
N/A	Powerful Presentations	6.5	12/05	12/09	Y	.5 LD	F

N/A	Present with Success	6.5	12/05	12/09	Y	.5 LD	F
N/A	Presentation Designs	1.5	12/05	12/09	NO		
N/A	Products and Pipeline	6.5	12/05	12/09	NO		
N/A	Protocol Writing for Clinical Development	13	12/05	12/09	NO		
N/A	Star at Work	17.5	12/05	12/09	Y	1 LD	F
N/A	Strategic Influencing	6.5	12/05	12/09	Y	1 LD	F
N/A	The Successful Negotiator	6.5	12/05	12/09	Y	.5 LD	F
N/A	Whale Done	6.5	12/05	12/09	Y	.5 LD	F
N/A	Working Globally-The Foundations of Culture	6.5	12/05	12/09	Y	.5 LD	F
N/A	The Minto Pyramid	21 hours	12/05	12/09	Y	.5 LD	F or B
Notes:							

Legend

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| ■ | must be combined with other similar courses for credit award; ten hours = .5 credits | F | Free elective |
| ○ | Student must provide the syllabus used in the course | M | Math |
| E | English | NS | Natural Science |
| HU | Humanities | SS | Social Science |
| HS | History | T | ITAC |
| C | Computer Operations | LD | Lower Division |
| B | Business | UD | Upper Division |
| ACE | Credit awarded by ACE guidelines | PONSI | Credit awarded by PONSI recommendations |