

## Sales Management - BU141

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**Section:** BU141 002251S Main Campus

**Section Type:** Lecture

**Credit Hours:** 3.00

**Course Description:** Fundamental skills of selling including sales approaches, sales presentations and demonstrations, overcoming objections, suggestive selling and closing sales; personal motivation and human relations as they relate to selling; analysis of the techniques of selling.

**WHEN**

Days: M W F

Times: 08:00 AM - 09:00 AM

Start Date: 08/20/2025

End Date: 12/10/2025

**WHERE**

Campus: Main Campus

Building: Lockman Hall

Room: LH218

**INSTRUCTOR**

MATT SMITH

**BOOKS**

Title: SELL 6TH Edition

Author: INGRAM

Required: Yes