

Sales Management - BU141

Section: BU141 011192S 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: 10:20 AM - 11:20 AM

Start Date: 01/13/2020

End Date: 05/06/2020

WHERE

Campus: Main Campus

Building: Lockman Hall

Room: LH204

INSTRUCTOR

MATT SMITH

BOOKS

Title: SELL 6TH Edition

Author: INGRAM

Required: Yes