

Sales Management - BU141

Section: BU141 700233S Online

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: Arranged

Times: Arranged

Start Date: 06/03/2024

End Date: 07/29/2024

WHERE

Online

INSTRUCTOR

MATT SMITH

BOOKS

No textbooks for this course.