



Business Administration

Course Number:	BUAD 176
Course Title:	PROFESSIONAL SALES
Credits:	3
Calendar Description:	Students study the sales process as it applies to the successful selling of both goods and services to organizations. Students explore and practice each step in the sales process through hands-on interactive activities. The focus of this course is on building long-term, mutually beneficial relationships established through trust and ethical decision making. <i>(also offered by Distance Education)</i>
Semester and Year:	FALL 2018
Prerequisite(s):	No
Corequisite(s):	No
Prerequisite to:	No
Final Exam:	Yes
Hours per week:	3
Graduation Requirement:	Required BBA & Diploma, Marketing and Management option
Substitutable Courses:	No
Transfer Credit:	
Special Notes:	Credit may be received by passing a challenge exam
Originally Developed:	
EDCO Approval:	May 2017

Approval:

Professors

<i>Rishi Bhardwaj</i>	250-762-5445
<i>Course Captain</i>	ext. 4988

Notes

Class participation marks will be awarded based on class discussions, exercises and role plays using the guidelines outlined below:

1. Providing recapitulations and summaries
2. Making observations that integrate concepts and discussions
3. Citing relevant personal examples
4. Asking key questions that lead to revealing discussions
5. Engaging in critical thinking and discussion
6. Sharing differences of opinion (serves as both counterpoint and a way of exploring all sides of a concept, issue or practice)
7. Being an active participant in group discussions
8. Being an active participant in practicing skills

SKILLS ACROSS THE BUSINESS CURRICULUM

The Okanagan School of Business promotes core skills across the curriculum. These skills include reading, written and oral communications, computers, small business, and academic standards of ethics, honesty and integrity.

STUDENT CONDUCT AND ACADEMIC HONESTY

What is the Disruption of Instructional Activities?

At Okanagan College (OC), disruption of instructional activities includes student conduct which interferes with examinations, lectures, seminars, tutorials, group meetings, other related activities, and with students using the study facilities of OC, as well as conduct that leads to property damage, assault, discrimination, harassment and fraud. Penalties for disruption of instructional activities include a range of sanctions from a warning and/or a failing grade on an assignment, examination or course to suspension from OC.

What is Cheating?

Cheating includes but is not limited to dishonest or attempted dishonest conduct during tests or examinations in which the use is made of books, notes, diagrams or other aids excluding those authorized by the examiner. It includes communicating with others for the purpose of obtaining
