

Business Administration

Course Number:

Course Title:

Credits: 3

Calendar Description: Students 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. *(also offered by Distance Education)*

Final Exam: Yes

Hours per week: 3

Graduation Requirement: Required – BBA &BBA

Dani Rubadeau

Professional Sales

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Course Captain			
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Upon completion of this course

Professional Sales

Course Schedule:

Professors may progress more quickly or slowly through the assigned chapters depending upon complexity, discussion, current issues, guest speakers and/or fieldtrips, etc. as well as the class needs associated with development of students' skills and knowledge and the need to assess student progress.

Presentations:

Students are expected to be present for the sales presentations and role plays. Failure to do so will result in loss of marks for that assignment.

Exams:

A medical note is required if you miss an exam.

SELL (3rd Canadian edition.). Thomas N. Ingram; Raymond W. (Buddy) LaForge; Ramon A. Avila; Charles H. Schwepker; Michael R. Williams; Kirby Shannahan; Rachelle Shannahan
ISBN-10: 0-17-691601-6
ISBN-13: 978-0-17-691601-5

The text is also available as an eTextbook: See Moodle for Instructions

Professional Sales

Date	Topic	Textbook
2023 Week of	Monday January 9 th , First day of class Monday February 13 th , State of Georgia	

Professional Sales

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.

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.

“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 wh T29no a(ex27-5 Tw