

Business Administration

Course Number:	BUAD 176
Course Title:	PROFESSIONAL SALES
Credits:	3

Calendar Description:

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

Course Schedule

Date	Topic	Textbook
Week of:	Wednesday Jan 3 Classes Begin Monday Feb 12 Family Day <i>no classes</i> Tuesday Feb 13 to Feb 16 Mid-semester Study Break <i>no</i>	

