Business Administration

Course Number: BUAD

Professors

BUAD 176 Professional Sales WINTER 2020

Notes

Course Schedule:

Professors may progress more quickly or slowly though 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