

## **Mktg 354: Professional Selling & Relationship Mktg**

### **Marketing, Analytics & Prof Sales**

Presents personal selling as a professional marketing activity. Coverage includes effective selling methods and application of selling theories to the modern marketing concept. Active learning via in-class presentations and role-playing exercises are used.

3 Credits

### **Prerequisites**

- Pre-requisite: 54 Earned Hours.

### **Instruction Type(s)**

- Lecture: Lecture for Mktg 354
- Lecture: Compressed Video for Mktg 354
- Lecture: Correspondence for Mktg 354
- Lecture: Web-based Lecture for Mktg 354

### **Subject Areas**

- [Marketing/Marketing Management, General](#)

### **Related Areas**

- [International Marketing](#)
- [Marketing Research](#)

