

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

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