




Business Administration

Course Number:	BUAD 176
Course Title:	PROFESSIONAL SALES
Credits:	3
Calendar Description:	Students study the sales process as it applies to the successful selling of both goods and services to organizations. Students explore and 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. <i>(also offered by Distance Education)</i>
Semester and Year:	FALL 2018
Prerequisite(s):	No
Corequisite(s):	No
Prerequisite to:	No
Final Exam:	Yes
Hours per week:	3
Graduation Requirement:	Required – BBA & Diploma, Marketing and Management option
Substitutable Courses:	No
Transfer Credit:	
Special Notes:	Credit may be received by passing a challenge exam
Originally Developed:	
EDCO Approval:	May 2017
Chair's Approval:	

Professors

<i>Rishi Bhardwaj</i>	250-
<i>Course Captain</i>	

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 that integrate concepts and discussions
3. Citing relevant personal examples
4. Asking key questions that lead to revealing discussions
5. Engaging in critical thinking and discussion
6. Sharing differences of opinion (serves as both counterpoint and a way of exploring all sides of a concept, issue or practice)
7. Being an active participant in group discussions
8. Being an active participant in practicing skills

SKILLS ACROSS THE BUSINESS CURRICULUM

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.

STUDENT CONDUCT AND ACADEMIC HONESTY

What is the Disruption of Instructional Activities?

At Okanagan College (OC), disruption of instructional activities includes