

# Business Administration

Course Number:

**BUAD 176**

Course Title:

**PROFESSIONAL SALES**

**Professors**



*Dan Allen*

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**Notes****Course Schedule:**

Professors may progress more quickly or slowly through 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 so will result in loss of marks for that assignment.

**Exams:**

A medical note is required if you miss an exam.

**Required Texts/Resources**

SELL (3rd Canadian edition.). Thomas N. Ingram; Raymond W. (Buddy) LaForge; Ramon A. Avila; Charles H. Schwepker; Michael R. Williams; Kirby Shannahan; Rachelle Shannahan  
ISBN-10: 0-17-691601-6  
ISBN-13: 978-0-17-691601-5

The text is also available as an eTextbook: See Moodle for Instructions

**Course Schedule**

2021 Week of	Monday January 11th	

