

# Business Administration

Course Number:	<b>BUAD 176</b>
Course Title:	<b>PROFESSIONAL SALES</b>
Credits:	<b>3</b>

Calendar Description:



**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

Course Schedule

Date	Topic	Textbook
Week of:	Wednesday Jan 3 Classes Begin Monday Feb 12 Family Day <i>no classes</i> Tuesday Feb 13 to Feb 16 Mid-semester Study Break <i>no</i>	

