RESL 1224: Employee Management Techniques

A. COURSE DESCRIPTION
   Credits: 3
   Lecture Hours/Week: 3
   Lab Hours/Week: *.*
   OJT Hours/Week: *.*
   Prerequisites: None
   Corequisites: None
   MnTC Goals: None

   This course covers fundamentals of sales administration necessary for managing a wholesale or direct sale business and the sales territory associated with that business, concepts for daily administrative activities, creating customer filing systems, managing time, scheduling sales activities and developing profitable sales strategies. Concepts will be learned through case studies and/or live territory projects. (Prerequisite: Instructor Approval) (3 credits: 3 lecture/0 lab)

B. COURSE EFFECTIVE DATES: 09/25/1998 - Present

C. OUTLINE OF MAJOR CONTENT AREAS
   None

D. LEARNING OUTCOMES (General)
   None

E. Minnesota Transfer Curriculum Goal Area(s) and Competencies
   None

F. LEARNER OUTCOMES ASSESSMENT
   As noted on course syllabus

G. SPECIAL INFORMATION
   None noted