

Bemidji State University

TADT 3885: Technical Sales, Service and Training

A. COURSE DESCRIPTION

Credits: 4

Lecture Hours/Week: *.*

Lab Hours/Week: *.*

OJT Hours/Week: *.*

Prerequisites: None

Corequisites: None

MnTC Goals: None

The philosophy and practice of sales and service in a technical environment, including the methodology, planning and design of sales activity, and developing technical proposals and presentations. Course also examines aspects of assessing, designing and implementing human resource training programs.

Prerequisite(s): Junior status or consent of instructor.

B. COURSE EFFECTIVE DATES: 08/25/2014 - 08/21/2016

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