

# Dakota County Technical College

## ENTR 1750: Sales Techniques II

### A. COURSE DESCRIPTION

Credits: 2

Lecture Hours/Week: 2

Lab Hours/Week: \*.\*

OJT Hours/Week: \*.\*

Prerequisites: None

Corequisites: None

MnTC Goals: None

The student will learn the importance of developing a CAP (Customer Acquisition Plan) for his or her own business and will create a CAP plan that can be implemented immediately. The student will learn how to negotiate and will be able to practice negotiation skills and techniques in a safe environment. The student will learn the importance of a "win/win" negotiation and will learn the consequences when one party wins, and the other party loses. The student will be required to work on a negotiation team, and the team will be part of a negotiation role play.

**B. COURSE EFFECTIVE DATES:** 09/30/2010 - 06/30/2016

### 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