

# Business Administration

Course Number:

Course Title:

Credits: 3

Calendar Description: and preestablished through trust and

ethical decision making. *(also offered by Distance Education)*

Final Exam: Yes

Hours per week: 3

Graduation Requirement: Required – BBA &BBA

*Dani Rubadeau*

## Professional Sales

---

Name	Phone number	Office	Email
<b>Course Captain</b>			
Caroline Gilchrist	Email	K: C159	Cgilchrist@okanagan.bc.ca
Andrew Klingel	250-762-5445 Ext. 2230	V/S: C335	Aklingel@okanagan.bc.ca
Carolyn Gibson	Email	R: 108D	Cgibson@okanagan.bc.ca
Scott Overland	Email	Penticton	soverland@okanagan.bc.ca

Upon completion of this course

## Professional Sales

---

**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.

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



## Professional Sales

---

---

The Okanagan School of Business promotes core skills across the curriculum. These skills include reading, written and oral communications, computers, small business, and academic standards of ethics, honesty and integrity.

---

At Okanagan College (OC), disruption of instructional activities includes student “conduct which interferes with examinations, lectures, seminars, tutorials, group meetings, other related activities, and with students using the study facilities of OC”, as well as conduct that leads to property damage, assault, discrimination, harassment and fraud. Penalties for disruption of instructional activities include a range of sanctions from a warning and/or a failing grade on an assignment, examination or course to suspension from OC.

“Cheating includes but is not limited to dishonest or attempted dishonest conduct during tests or examinations in which the use is made of books, notes, diagrams or other aids excluding those authorized by the examiner. It includes wh T29no a(ex27-5 Tw