

CENT 305. SALES AND NEGOTIATIONS.

Credits: 3

Offered by: Management & Entrepreneurship (School of Continuing Studies)

This course is not offered this catalogue year.

Description

Skills necessary to sell your business vision and its products and services in a competitive marketplace. Focus on specific strategies and techniques to convince all stakeholders of your company's value proposition. In addition, skills needed to negotiate win-win business arrangements are developed and practiced.

Most students use Visual Schedule Builder (VSB) to organize their schedules. VSB helps you plan class schedules, travel time, and more.

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