

Implementation plan Finished

Study unit	Sales Management (A0158), 5.0
Implementation	HBA1311: 1/2013-2014 (25.09.2013 - 06.12.2013)
Type	DEEPENING PROFESSIONAL COMPETENCE (A027)
Groups	Primary: HBA11SN Others :
Involved in the project	
Lecturers	
Number of participants	Minimum: Maximum:
Enrolment period	20.05.2013 08:00 - 02.06.2013
Main timing for implementation	
Applicability	For exchange students: Yes For elective studies: Yes Open UAS student: No Suitable for virtual UAS: No
Teachers	Aldrete Milton (Teacher in charge)
Campus	Laurea Leppävaara
Main location for implementation	
Implementation method	Optima realization/student group, Other method of implementation, Project/venture/R&D, Web/virtual Language: English Virtuality: 0 cr Integration of R&D: 1 cr
Implementation class	
Focus areas	
Evaluation at the latest	06.01.2014 Storing of graded material ends.: 20.12.2014
Exam days	Real: 13.12.2013 Re-exams: 23.01.2014, 27.02.2014
Having completed the study unit the student is able to	• Communicate and negotiate in a demanding business environment • Manage a sales process • Manage sales organisations
Previous studies	