

Implementation plan Missing

Study unit	Sales Management (A0158), 5.0
Implementation	HBA1511: 1/2015-2016 (24.08.2015 - 23.12.2015)
Type	DEEPENING PROFESSIONAL COMPETENCE (A027)
Groups	Primary: HBA13SN Others :
Involved in the project	
Lecturers	
Number of participants	Minimum: Maximum:
Enrolment period	18.05.2015 08:00 - 31.05.2015
Main timing for implementation	
Applicability	For exchange students: No For elective studies: No Open UAS student: No Suitable for virtual UAS: No
Teachers	Laurea Leppävaara, liko Taloushallinto ja rahoitus (Teacher in charge)
Campus	Laurea Leppävaara
Main location for implementation	
Implementation method	Language: English Virtuality: cr Integration of R&D: cr
Implementation class	
Focus areas	
Evaluation at the latest	23.01.2016 Storing of graded material ends.: 23.12.2016
Exam days	
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	