

Learning Outcomes:	Learning Activities	Evaluation Methods
5. Evaluate the sales strategies and decisions of professionals.	Lecture AV/Multimedia Discussions Role Playing	Written Assignments Written Exam Student Presentations
6. ComAY19		

Learning Materials:

McNeill, R.G., Crotts, J.C., *Selling Hospitality: A Situational Approach*. Independence, KY Thompson D

Other learning materials may be required and made available directly to the student and/or via the College's Libraries and/or course management system.

COURSE APPROVAL:

Prepared by: Shawn Murray

Date: 12/8/2018

VPAA/Provost or designee Compliance Verification:

Date: 2/25/2019