



OCT 28 2003

BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY

Course Outline **Part A**

Business

Program: **PART TIME STUDIES**

Option: **Marketing Management**

MKTG 3342

Negotiating Skills

Hours/Week:	3	Total Hours:	36	Term/Level:	199920
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Lecture:	3	Total Weeks:	12	Credits:	3
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Lab:

Other:

Prerequisites:

Course Objectives:

To further develop and enhance the student's competence and confidence in relevant selling and sales negotiating situations.

Evaluation

TOTAL	100%
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Course Summary:

This is a course in which lectures, role playing, case studies, simulations and discussions are used to introduce the student to negotiating within a sales context, and to develop the student's ability to use advanced selling techniques.

Course Record

Developed by:	_____	Date:	_____
	Instructor Name and Department (signature)		
Revised by:	_____	Date:	_____
	Instructor Name and Department (signature)		
Approved by:	_____	Start Date:	_____
	Associate Dean (signature)		



BRITISH COLUMBIA INSTITUTE OF
TECHNOLOGY

Course Outline **Part B**

Business

Program: **PART TIME STUDIES**

Option: **Marketing Management**

MKTG 3342
Negotiating Skills

Effective Date

April 1999

Instructor(s)

Randy Singer

Office No.:

Office Hours:

Phone:

Required Text(s) and Equipment

Course Notes (Policies and Procedures)

1. ALL OUTLINES, SCHEDULES AND MARK ALLOCATIONS ARE SUBJECT TO CHANGE.
 2. This course outline may assist you in the future to receive credit for all or part of a course from another post-secondary institution or from a professional program. It is strongly recommended that you keep this course outline in a safe place for future reference.
 3. CHEATING, PLAGIARISM AND DISHONESTY: "Acts of cheating, plagiarism and dishonesty are not tolerated; the degree of punitive action may range from a written warning to withdrawal from the program. These penalties may also be applied to student who knowingly contribute to the act of dishonesty, cheating and plagiarism." (Refer to the current BCIT Calendar.)
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Session	Outcome/Material Covered	Reference/ Reading