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|---|--|
| <b>MODULE CODE:</b>                             | 341/22/M07   |
| <b>MODULE TITLE :</b>                           | PROFESSIONAL SELLING   |
| <b>ZNQF LEVEL:</b>                              | 4  |
| <b>CREDITS</b>                                  | 10   |
| <b>DURATION:</b>                                | 100 HOURS  |
| <b>RELATIONSHIP WITH QUALIFICATION STANDARD</b> | BASED ON UNIT STANDARD SALES ANALYSIS OF QUALIFICATION STANDARD FOR MARKETING ASSISTANT  |
| <b>PREREQUISITE MODULE</b>                      | N/A  |
| <b>PURPOSE OF MODULE</b>                        | <p>This module describes the skills, knowledge and attitudes required by a Marketing Assistant to analyse sales trends. This includes comparing actual sales against set targets.</p> <p>Business marketing techniques are reviewed accordingly. Access to this module is open to all target groups including unemployed youths, women and men wishing to establish or improve SMEs in any sector.</p> |
| <b>List of learning outcomes</b>                | <p><b>LO1: Understanding Professional Selling</b></p> <p><b>LO2: Personal Selling Process</b></p> <p><b>LO3: Sales Forecasting</b></p> <p><b>LO4: Sales Control and Evaluation</b></p>   |
| <b>Assessment Criteria</b>                      |  |

# Shr Prof Selling Sale Mgmt Analy Decis

**A Loxley**



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