

MODULE CODE:	341/22/M07
MODULE TITLE :	PROFESSIONAL SELLING
ZNQF LEVEL:	4
CREDITS	10
DURATION:	100 HOURS
RELATIONSHIP WITH QUALIFICATION STANDARD	BASED ON UNIT STANDARD SALES ANALYSIS OF QUALIFICATION STANDARD FOR MARKETING ASSISTANT
PREREQUISITE MODULE	N/A
PURPOSE OF MODULE	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. 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.
List of learning outcomes	LO1: Understanding Professional Selling LO2: Personal Selling Process LO3: Sales Forecasting LO4: Sales Control and Evaluation
Assessment Criteria	

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Guillaume Favre



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