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BUSI 1219: Closing With Confidence

EFFECTIVE DATE

DEPARTMENT

Hospitality-nowNew Init-Bus&Com
DESCRIPTION

Learn advanced techniques for gaining the client's commitment. Typically referred to as closing we will explore how this is really an opening. Learn all the signs of when to ask for the commitment, the skills for how to do it professionally and how to follow up. (6 hours)

CREDITS

0.0

YEAR OF STUDY

None

PREREQUISITES

COREQUISITES

None

COURSE LEARNING OUTCOMES

None

PRIOR LEARNING ASSESSMENT & RECOGNITION (PLAR)

None

HOURS

Lecture: 6

INSTRUCTIONAL STRATEGIES

GRADING SYSTEM

Letter Grade (A-F)

PASSING GRADE

EVALUATION PLAN

None

COURSE TOPICS

None

LEARNING RESOURCES

None

Notes:

- Course contents and descriptions, offerings and schedules are subject to change without notice.
- Students are required to follow all College policies including ones that govern their educational experience at VCC. Policies are available on the VCC website at:
<https://www.vcc.ca/about/governance--policies/policies/>.
- To find out how this course transfers, visit the BC Transfer Guide at <https://www.bctransferguide.ca>.

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