

## **Tutorial worksheet**

### **List of Presentations for the course sales and sales force management**

- ☐ **Introduction to Selling, Sales Management and Personal Selling**
- ☐ **Selling Forces (Planning, Selection, Recruitment and Organisation)**
- ☐ **Sales force training**
- ☐ **Motivating the sales force**
- ☐ **Monitoring and evaluating the sales force**
- ☐ **Sales force (information, personal attributes, abilities and skills)**
- ☐ **Selling interviews and how to manage them**
- ☐ **Sales people and Service Excellence**

#### **Instructions to follow:**

**Choose a single topic per student using the scientific method.**

**Submit the work in the ‘presentation submission’ area in Word and PowerPoint format.**