

COURSE IMPLEMENTATION DATE: September 1988
 COURSE REVISED IMPLEMENTATION DATE: September 2010
 COURSE TO BE REVIEWED: _____
 (Four years after implementation date) (MONTH YEAR format)

OFFICIAL COURSE OUTLINE INFORMATION

Students are advised to keep course outlines in personal files for future use.
 Shaded headings are subject to change at the discretion of the department and the material will vary
 - see course syllabus available from instructor

FACULTY/DEPARTMENT:	Business Administration	
BUS 390K		3
COURSE NAME/NUMBER	FORMER COURSE NUMBER	UCFV CREDITS
	Advanced Selling	
COURSE DESCRIPTIVE TITLE		

CALENDAR DESCRIPTION:

See course description for BUS 390.

PREREQUISITES: **BUS 221**
 COREQUISITES:

SYNONYMOUS COURSE(S)	SERVICE COURSE TO:
(a) Replaces: _____ (Course #)	_____
(b) Cannot take: _____ for further credit. (Course #)	_____
	(Department/Program)
	(Department/Program)

TOTAL HOURS PER TERM:	45	TRAINING DAY-BASED INSTRUCTION
STRUCTURE OF HOURS:		LENGTH OF COURSE: _____
Lectures: 30 Hrs		HOURS PER DAY: _____
Seminar: 15 Hrs		
Laboratory: _____ Hrs		
Field Experience: _____ Hrs		
Student Directed Learning: _____ Hrs		
Other (Specify): _____ Hrs		

MAXIMUM ENROLLMENT:	25
EXPECTED FREQUENCY OF COURSE OFFERINGS:	Fall and Winter
WILL TRANSFER CREDIT BE REQUESTED? (lower-level courses only)	<input type="checkbox"/> Yes <input type="checkbox"/> No
WILL TRANSFER CREDIT BE REQUESTED? (upper-level requested by department)	<input type="checkbox"/> Yes <input type="checkbox"/> No
TRANSFER CREDIT EXISTS IN BCCAT TRANSFER GUIDE:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No

AUTHORIZATION SIGNATURES:

Course Designer(s): _____ David Kells	Chairperson: _____ W.R. (Dick Bate) <i>(Curriculum Committee)</i>
Department Head: _____ Janet Falk	Dean: _____ May 13, 2009 W.R. (Dick) Bate
PAC Approval in Principle Date: May 1, 2009	PAC Final Approval Date: May 22, 2009

BUS 390
COURSE NAME/NUMBER

LEARNING OBJECTIVES / GOALS / OUTCOMES / LEARNING OUTCOMES:

See BUS 390 outline.

METHODS:

Lecture, discussion, and problem solving

PRIOR LEARNING ASSESSMENT RECOGNITION (PLAR):

Credit can be awarded for this course through PLAR (Please check :) Yes No

METHODS OF OBTAINING PLAR:

TEXTBOOKS, REFERENCES, MATERIALS:

[Textbook selection varies by instructor. An example of texts for this course might be:]

SUPPLIES / MATERIALS:

STUDENT EVALUATION:

[An example of student evaluation for this course might be:]

See BUS 390 outline.

COURSE CONTENT:

(Subject to Change)

See BUS 390 outline.