

MRK 2225: Sales Fundamentals
Credit Type – Proficiency



Course Description and Learning Outcomes:	
https://www.sinclair.edu/course/params/subject/MRK/courseNo/2225/	
Faculty Pathway Specialist(s) (Please include name, email and office hours):	
Charles Richardson, charles.richards3303@sinclair.edu 5-311, 937-512-3103	
Resources Needed to Offer Course (software, equipment, books [include ISBN and edition], etc. – please include any associated costs):	
Selling: Building Partnerships 10e. Newest edition is required for access card. Full classroom set required.	
What is the ideal format for course delivery – in person, online or blended? To what extent could this course be offered online if necessary?	
Course can be taught partially online but also requires face-to-face meetings (blended) at 75 minutes minimum	
How is the final grade for the course determined? (Please list all required assignments, assessments, etc.)	
The final grade is determined by 4 Exams, Weekly Readings, and Project.	
Who is responsible for grading the required assignments and/or assessments? (Faculty or Instructor?)	
The high school instructor is responsible for grading the required assignments and/or documents.	
What is the grading scale for the course?	
The courses uses the standard grading scale of 100-90 A, 89-80 B, 79-70 C, 69-60 D, 59 and below F. Rounding up is at the discretion of the instructor	
Must students access the eLearn shell regularly to complete requirements?	
Students must complete all assignments and access eLearn for course completion.	
Does the course require access to YouTube, GoogleDrive, etc.?	
N/A	
Additional course details or requirements important for instructors not covered above:	
Most common (or popular) degrees this course is in?	
Program Code	Program Name
<input type="checkbox"/> MRK-2225 Sales Fundamentals	
HMTT.S.AAS	Hospitality Management & Tourism
HMTTM.S.AAS	Hospitality Management & Tourism/Meeting & Event Planning
IND.S.AAS	Interior Design