

MRK 2225: Sales Fundamentals

Credit Type – Proficiency



MIAMI VALLEY
TECHPREP
CONSORTIUM

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 9e. Full classroom set required.	
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
☐ MRK-2225 Sales Fundamentals	
IND.S.AAS	Interior Design
MRK.S.AAS	Digital Marketing
MRK.S.CRT	Digital Marketing