

# MRK 2225: Sales Fundamentals

## Credit Type – Proficiency



MIAMI VALLEY  
**TECHPREP**  
CONSORTIUM

<b>Course Description and Learning Outcomes:</b>	
<a href="https://www.sinclair.edu/course/params/subject/MRK/courseNo/2225/">https://www.sinclair.edu/course/params/subject/MRK/courseNo/2225/</a>	
<b>Faculty Pathway Specialist(s)</b> (Please include name, email and office hours):	
Charles Richardson, <a href="mailto:charles.richards3303@sinclair.edu">charles.richards3303@sinclair.edu</a> 5-311, 937-512-3103	
<b>Resources Needed to Offer Course</b> (software, equipment, books [include ISBN and edition], etc. – please include any associated costs):	
Selling: Building Partnerships 9e. Full classroom set required.	
<b>How is the final grade for the course determined?</b> (Please list all required assignments, assessments, etc.)	
The final grade is determined by 4 Exams, Weekly Readings, and Project.	
<b>Who is responsible for grading the required assignments and/or assessments?</b> (Faculty or Instructor?)	
The high school instructor is responsible for grading the required assignments and/or documents.	
<b>What is the grading scale for the course?</b>	
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	
<b>Must students access the eLearn shell regularly to complete requirements?</b>	
Students must complete all assignments and access eLearn for course completion.	
<b>Does the course require access to YouTube, GoogleDrive, etc.?</b>	
N/A	
<b>Additional course details or requirements important for instructors not covered above:</b>	
<b>Most common (or popular) degrees this course is in?</b>	
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