

Assignment

Student groups will create a presentation about sales.

Examples of possible topics to include

- How to be a successful sales person
- characteristics that successful salespeople have
- Successful sales practices
- Good Sales techniques
- Importance of personal relationships in selling
- Finding sales leads
- Sales calls
- Sales mechanics (forms, logs, order forms, paperwork, etc.)
- Sales expenses
- Sales forecasting (projections, predictions)

Presentation should last at least 10 minutes

Students should use at least 5 sources including but not limited to: (must use more than one type – (may not all be from internet)

- Print (books, newspapers, magazines)
- Internet
- **INTERVIEW OF ACTUAL SALESPERSON** – Required

Students should use visual aids (powerpoint, etc.)

Must include biography/profile of a successful sales person.

Every student in group **MUST** be involved in presentation.