

COURSE LITERATURE

Negotiations and sales calls 7.5 credits M7021N

Förhandlingar och affärssamtal

Course literature admitted: Spring 2022 Sp 4 - Present

**DECISION DATE
2022-01-14**

Jobber & Lancaster, latest edition, Selling and Sales Management, Prentice Hall
Literature might be added.

Examiner

Kerry Chipp