



Course Time Table

Course Name: Stages of operating sales (2 Hours)

Book Name: " Perfecting Sale Skills"

Author Name: Dr. Ibraheem Al-Fiky

No	Week	Unit
1	1 st	Introduction to sales
2	2 nd	Various sales stages
3	3 rd	Various sales stages
4	4 th	Various sales stages
5	5 th	Customer evaluation
6	6 th	Customer evaluation
7	7 th	Customer evaluation + First exam
8	8 th	Contacting and reaching customers
9	9 th	Contacting and reaching customers
10	10 th	Contacting and reaching customers
11	11 th	Finalizing sales processes
12	12 th	Finalizing sales processes + Second exam
13	13 th	Finalizing sales processes
14	14 th	Customer contact skills
15	15 th	Customer contact skills
16	16 th	Final exam

Teacher of the course: Abdallah Ammar HINDAOUI