

**PROFESSIONAL SELLING / SALES  
College Credit and Careers Network  
Dual Credit Articulation Agreement**

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**Upon completion of high school courses equivalent to the following competencies:**

- Identify and explain in detail the 10 steps in the customer relationship selling process, as stated in the text.
  - Participate in a group sales presentation using the 10 steps of the selling process.
  - Demonstrate effective use of visual aids, verbal and nonverbal communication skills.
  - Perform a 5 minute impromptu oral presentation demonstrating your understanding and competency of at least three of the skills you have learned in class.
  - Write evaluations of sales presentations done by others and one of your video taped presentations.
  - Explain how relationship selling can play an active role in your chosen career, using the knowledge and terms gained from class.
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**A student earning a “B” or better may earn college credit at the following college:**

<u>College</u>	<u>Course</u>	<u>Credits</u>
Bellevue College	M KTG 131	5