

Course Schedule - Fall 2004

Agricultural Communications

370 **Ag Sales Communications** Credit: 3 hours.

(AGCOM 270) Role, dynamics, and principles of personal sales communications as related to food and agriculture; methods for analyzing, setting objectives, planning, conducting and evaluating sales communications efforts; individual observation of principles applied by agricultural sales professionals. Prerequisite: Junior standing.

| CRN | Type | Section | Time | Days | Location | Instructor |
|-------|--------------------|---------|---------------------|------|----------------------|------------|
| 29819 | lecture-discussion | AE1 | 10:00 AM - 10:50 AM | R | room 393 Bevier Hall | Dahl, D |
| 29820 | lecture | AL1 | 09:00 AM - 10:50 AM | T | room 393 Bevier Hall | Dahl, D |