

Course Schedule - Fall 2005

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 |
|-------|--------------------|---------|---------------------|------|----------------------|------------|
| 42902 | lecture-discussion | A | 10:30 AM - 11:50 AM | TR | room 242 Bevier Hall | Dahl, D |