

SALES (SALES)

Sales (SALES) 102

Collaborative Selling & Organizational Dynamics

This course prepares students to navigate the organizational, interpersonal, and cultural dynamics that shape collaborative selling environments. Students explore how sales and customer-facing professionals work across functions, manage conflict, negotiate priorities, and build trust in diverse organizational settings. Emphasis is placed on cross-functional collaboration, power dynamics, communication, negotiation, and inclusion. Through applied scenarios and reflective practice, students develop the professional judgment and interpersonal effectiveness required to succeed in modern, team-based selling and client engagement environments. Writing assignments, as appropriate to the discipline, are part of the course.

3 Lecture hours. 3 Credit Hours.

Offered At: HW