AG 270.21 Course Outline as of Fall 1981

## **CATALOG INFORMATION**

Dept and Nbr: AG 270.21 Title: ENOSALES II Full Title: Enosales II Last Reviewed: 4/19/2004

Units		Course Hours per Wee	ek	Nbr of W	Veeks	<b>Course Hours Total</b>	
Maximum	1.00	Lecture Scheduled	16.00	e	5	Lecture Scheduled	96.00
Minimum	1.00	Lab Scheduled	0	1	1	Lab Scheduled	0
		Contact DHR	0			Contact DHR	0
		Contact Total	16.00			Contact Total	96.00
		Non-contact DHR	0			Non-contact DHR	0

Total Out of Class Hours: 192.00

Total Student Learning Hours: 288.00

Title 5 Category:AA Degree ApplicableGrading:Grade or P/NPRepeatability:00 - Two Repeats if Grade was D, F, NC, or NPAlso Listed As:Formerly:

### **Catalog Description:**

**Prerequisites/Corequisites:** 

**Recommended Preparation:** 

**Limits on Enrollment:** 

#### **Schedule of Classes Information:**

Description: Selling techniques & personal presentations to buyer at all levels of three tier system. (Grade or P/NP) Prerequisites/Corequisites: Recommended: Limits on Enrollment: Transfer Credit: Repeatability: Two Repeats if Grade was D, F, NC, or NP

# **ARTICULATION, MAJOR, and CERTIFICATION INFORMATION:**

AS Degree: CSU GE:	Area Transfer Area	Effective: Effective:	Inactive: Inactive:
<b>IGETC:</b>	Transfer Area	Effective:	Inactive:
CSU Transfer	Effective:	Inactive:	
UC Transfer:	Effective:	Inactive:	

CID:

**Certificate/Major Applicable:** Not Certificate/Major Applicable

## **COURSE CONTENT**

**Outcomes and Objectives:** 

**Topics and Scope:** 

Assignment:

### Methods of Evaluation/Basis of Grade:

**Writing:** Assessment tools that demonstrate writing skills and/or require students to select, organize and explain ideas in writing.

None

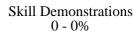
**Problem Solving:** Assessment tools, other than exams, that demonstrate competence in computational or non-computational problem solving skills.

None

**Skill Demonstrations:** All skill-based and physical demonstrations used for assessment purposes including skill performance exams.

None

Problem solving 0 - 0%



None

**Other:** Includes any assessment tools that do not logically fit into the above categories.

None

**Representative Textbooks and Materials:** 

Exams 0 - 0%

Other Category 0 - 0%