



Certificate in Selling & Sales Management (Level 3)

Course Aims & Objectives

The aim of the examination is to enable candidates to develop selling skills and techniques, an understanding of sales administration, an ability to manage the sales process and an appreciation of sales records analyses.

Syllabus Covers:

- Establish a Sales Plan
- The Selling Function
- Distribution Channels
- Recruitment and Training
- Sales Management
- Sales Forecasting, Budgeting and Evaluation
- Sales Records
- Legal and Ethical Issues in Selling
- Sales Organisation and Control.

LCCI Level 3 Certificate will be issued to candidate after passing the required examination.

Duration & Instruction Hours:

This certificate requires total 72 instruction hours. (Total 24 lessons for 3 hours/lesson)

Please check the planned lessons schedule with our course consultant before enrolling to this program.

Fees:

S\$ 720/- (For Both Part & Full-time)

S\$ 144/- (After Grant)

SDF grant up to 80% is available for those who qualify.

Please call our course consultant for eligibility details.