

## Ent 321: Entrepreneurial Pitching Management

Study of the pitching and selling in a small or startup organization, development of techniques for making an effective pitch for potential investors, a sales presentation, and developing and maintaining account relationships. The course also will review presentation and selling techniques and other sales functions including organization, allocation, recruitment, selection, training, motivation, compensation, and sales force evaluation and control. 3 Credits

# Prerequisites

• Pre-requisite: 54 Earned Hours.

## Instruction Type(s)

- Lecture: Lecture for Ent 321
- Lecture: Web-based Lecture for Ent 321
- Lecture: Compressed Video for ENT 321

### **Subject Areas**

• Entrepreneurship/Entrepreneurial Studies

### **Related Areas**

<u>Small Business Administration/Management</u>

The University of Mississippi is accredited by the Southern Association of Colleges and Schools Commission on Colleges to award certificates and baccalaureate, master's, specialist, and doctoral degrees. Contact the Commission on Colleges at 1866 Southern Lane, Decatur, Georgia 30033-4097, call 404-679-4500, or visit online at www.sacscoc.org for questions about the accreditation.

