

Business & Enterprise

Sales and Selling

When does this start and end?

We have 2 different start dates for this course:

- 20 October 2022 - 21 October 2022
- 2 March 2023 - 3 March 2023

What are the entry requirements?

No formal qualifications are required to study this course. A willingness to learn is essential.

Need more information?

You can find out more about Northern College and the courses on offer by calling us on 01226 776000 or emailing us courses@northern.ac.uk

Course description

This course is an introduction to sales and selling. You will explore the importance of sales to a business, the different types of selling and how businesses work to keep customers using sales techniques.

Want to learn more?

You can find out more about Northern College and the courses on offer at one of our Open Events [<https://www.northern.ac.uk/about-us/open-events/>]

Location

Northern College, Yorkshire [<https://www.northern.ac.uk/contact-us/>]

Course fees and funding support

test

Course session dates

Session dates for 20 October 2022 - 21 October 2022

- Thursday 20 Oct 2022 to Friday 21 Oct 2022

Session dates for 2 March 2023 - 3 March 2023

- Thursday 02 Mar 2023 to Friday 03 Mar 2023

Course fees and funding support

FREE*

* [This course is fully funded for eligible students.](#)

If you are not eligible, the cost of the course is £25.00. If you choose to stay residentially, and you are not eligible via the residential funding assessment, there will be an additional fee to pay. The vast majority of students are eligible to study and stay residentially for free and we will confirm when you apply.

Last updated: 7th October 2022