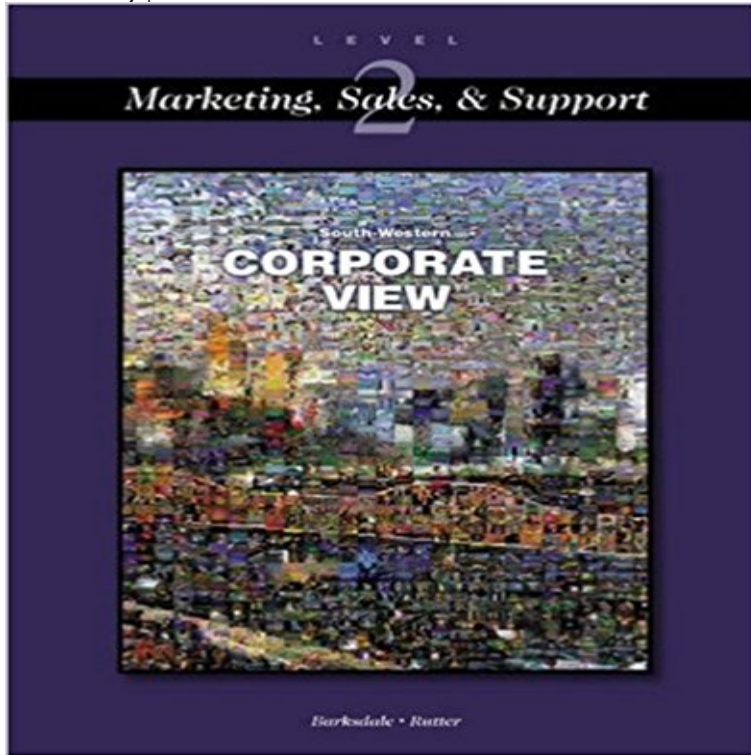


Corporate View: Marketing, Sales & Support (with CD-ROM): Text/CD Package



Corporate View is a series of text/simulations that use a live corporate Intranet. Students learn to communicate and understand corporate terminology, research and make business decisions, use the Internet and corporate Intranet as office tools, and work in real and virtual teams. The Corporate View titles can be used in any order, independently or jointly. Corporate View: Orientation is not a prerequisite to the other titles. Corporate View: Marketing, Sales, & Support allows students to engage in realistic, online activities typically performed by entry-level employees in the marketing department of a large corporation. Students evaluate online marketing, consider business-to-business commerce, develop sales and support materials for sales reps, and use skills that sales representatives use in the marketplace. Students also learn the importance of branding, trade names and trademarks, product life cycles, and market data analysis. Students learn to communicate and understand corporate terminology, research and make business decisions, use the Internet and corporate Intranet as office tools, and work in real and virtual teams.

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