



SUBJECT: Sales Force and Key Account Management		
MASTER DEGREE: Master in Marketing	ECTS: 3	QUARTER: 4

TIMETABLE FOR THE SUBJECT								
WEEK	SESSION	DESCRIPTION OF EACH SESSION	GROUP (X mark)		Indicate if a different lecture room is needed (computer, audiovisual, etc.)	HOMEWORK PER WEEK		
			1	2		DESCRIPTION	ATTENDING HOURS	HOMEWORK Max. 7H/WEEK
1	1	Presentation of the course: main goals, evaluation, and supports	X			Read the documentation on this subject.	1.5	3.5
1	2	Presentation of the practical work: problem to solve, tasks that need to be delivered/presented , and team work		X		Read the documentation on this subject.	1.5	3.5
2	3	Topic 1	X			Studying the theoretical content and read lecture reference materials	1.5	3.5
2	4	Practical class work: Task 1		X		Work on Task 1	1.5	3.5
3	5	Topic 2	X			Studying the theoretical content and read lecture reference materials	1.5	3.5
3	6	Practical class work: Task 2		X		Work on Task 2	1.5	3.5



4	7	Topic 3	X			Studying the theoretical content and read lecture reference materials	1.5	3.5
4	8	Practical class work: Task 3		X		Work on Task 3	1.5	3.5
5	9	Topic 4	X			Studying the theoretical content and read lecture reference materials	1.5	3.5
5	10	Practical class work: Task 4		X		Work on Task 4	1.5	3.5
6	11	Topic 5	X			Studying the theoretical content and read lecture reference materials	1.5	3.5
6	12	Practical class work: Task 5		X		Work on Task 5	1.5	3.5
7	13	Topic 6	X			Studying the theoretical content and read lecture reference materials	1.5	3.5
7	14	Practical class work: Task 6		X		Work on Task 6	1.5	3.5
SUBTOTAL TOTAL							21+49=70	
Tutorials and Assesment							5	
TOTAL							75	



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