Colorado CTE

Sales and Service (2015): Grades 9, 10, 11, 12, Higher Education

Adopted 2015

Understand the process of sales and service as it related to the transportation industry. TSSP.01

01. **Manage the implementation and ongoing performance of transportation, logistics and distribution related sales and service operations.** TSSP.01.01
    a. Assess sales growth opportunities for new products and services. TSSP.01.01.A
    b. Develop plans to meet sales goals with existing products and services. TSSP.01.01.B
    c. Assess the viability of existing product lines and services. TSSP.01.01.C

02. **Execute sales and ongoing service of transportation related products and services in order to promote development of existing and future TDL client base.** TSSP.01.02
    a. Apply strategies and techniques used to sell logistics and transportation products and services. TSSP.01.02.A
    b. Apply strategies and techniques used to provide high-quality ongoing customer service. TSSP.01.02.B