

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