

MKTG 3600 – In-Class Role-Plays

Date	Topic	Students
Thursday Oct 6	Appointment Setting Phone Calls	Adaline, Lucas R.
		Mondschein, Jonathon D.
		Fritz, Christina J.
		Johnson, Eric B.
		Mcfee, Alexandria R.
		Scott, Jamie K.
Tuesday Oct 18	Needs Identification (Purposeful Questioning)	Smith, Shawn L.
		Thurman, Alex L.
		Witkowski, Luke F.
		Coleman, Alvin D.
		Jogerst, Aleksandr N.
		Kuhatschek, Christopher J.
Tuesday Nov 1	Presenting	Lassiter, Matthew D.
		Zyskowski, Hilary M.
		Higgins, Christopher
		Samson, Brian A.
		Drenth, Ryan T.
		Lamond, Dane M.
Tuesday Nov 15	Objections	Galy, Elodie
		Hutcherson, Nickie L.
		Johnston, Daniel A.
		Schwabauer, Eric D.
		Tennyson, Matthew T.
		Longacre, Megan A.
Tuesday Nov 29	Closing	Smith, Rachel R.
		Wolfe, Ryan D.
		Gould, Karlynn M.
		King, Jeffrey C.
		Housler, Christopher
		Green, Jorden