



**UNIVERSITY OF  
SASKATCHEWAN**

**AGEC 346.3 Principles of Selling**

**Assignment 1**

**Due Next Class - Jan 16/08**

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Answer the following questions. Please type out your answers.

Chapter 1: Assume you are a sales representative, how do/would you deal with the stress of your job? Outline the specific stress management techniques you use in your day-to-day life.

Chapter 2: List the nine principles of goal setting. Explain each briefly through the use of an example.