



As a new course offered for the first time, it is important to do an evaluation and look at its successes and areas that could be improved upon. Please answer the following questions honestly providing constructive comments both on where the course excelled and in areas where the course could be improved upon. Where there are shortcomings, please provide suggestions on ways to make improvements.

Please hand your evaluation in to Patti Sears, Department of Bioresource Policy, Business and Economics main office, room 3D34. You will sign a sheet of paper beside your name to get credit for completing the assignment. Your responses will be placed in an envelope and returned to the instructors after final course marks have been submitted. It is not necessary to type this assignment but you may if you wish. Please attach your responses to this page when handing in.

1. Please comment on the usefulness and frequency of the industry guest speakers to the overall course objectives.
2. Have you or will you follow-up with any of the guest speakers for either research information, employment, etc?
3. Please provide any names/industry suggestions for guest speakers for this class next year?
4. Please comment on the value of the following to the overall class and its objectives.

Weekly Assignments

Written Sales Proposal Assignment

Team in-class Sales Rep Training Workshop Presentation

5. Please comment on the areas of the course that you felt really enhanced your University experience and on areas of the course that could be improved for next year.
6. Please comment on each of the guest speakers below with respect to the following two points.
  - a) What did the guest speaker add to the class with respect to learning about sales and the sales process?
  - b) Would you recommend this guest speaker for the class next year? Why or why not?

- Karen Dow, Sales Representative, BASF, Humboldt
- Melanie Boldt, Owner, Pine View Farms, All Natural Meats, Osler SK
- Glenn Shabaga, FarmWorld, Kinistino SK
- J.P. Montalvo, Merchandising Manager, ADM Lloydminster
- Blaine Duncan, Farm Service Group Manager, Cargill Ag Horizons, Clavet SK
- Spencer Early, President, Early's Farm & Garden Centre, Saskatoon SK
- Brennan LeBlanc, Territory Manager, Richie Bros. Auctioneers, Saskatoon SK
- Gene Dupuis, Owner, Prairie Meats, Saskatoon SK
- Garry Hovland, Sales Manager, Industrial/Export/Bi-Products, Dover Industries, Saskatoon SK
- Susan Propp, CTV Account Executive, Saskatoon SK