

SCHOOL _____

STUDENT TRAINING PLAN FOR COOPERATIVE EDUCATION

INSTRUCTOR _____ PHONE NUMBER _____

STUDENTS NAME:

ADDRESS:

TOWN: STATE: ME. ZIP:

PARENTS NAME:

SOCIAL SECURITY NO:

D.O.T. CODE : 261.357-062 SALESPERSON [retail trade] SHOES

GENERAL GOALS FOR THE STUDENT LEARNER: AN INSTRUCTIONAL PROGRAM THAT PREPARES INDIVIDUALS TO APPLY MARKETING SKILLS IN A SELLING CAPACITY IN ANY INDUSTRY, OR TO ADVANCE TO MORE SPECIALIZED TRAINING IN SALES.

OBJECTIVES TO BE COMPLETED BY THE STUDENT LEARNER:

1. UNDERSTAND THE WHOLESALE/RETAIL MARK UP SYSTEM.
2. SERVICE TO THE CUSTOMER.
3. MARKETING OF THE PRODUCT.
4. STAYING ABREAST OF THE PRODUCT THAT IS SOLD.
5. BEING EDUCATED IN THE SALES FIELD.
6. PROS AND CONS OF THE SALES INDUSTRY.
7. HANDLING OF MONEY AFTER THE FIRST 4 TO 6 MONTHS OF EMPLOYMENT.
8. UNDERSTANDING THE STOCK INVENTORY AND REPLACEMENT OF THE INVENTORY.

SKILLS THE STUDENT LEARNER SHOULD ACQUIRE DURING HIS/HER TRAINING PROGRAM:

1. CUSTOMER RELATIONS.
2. SETTING UP DISPLAYS
3. ABILITY TO FOLLOW DIRECTIONS.
4. UNDERSTANDING THE VALUE OF THE PRODUCT.
5. USE OF THE CASH REGISTER AFTER THE FIRST 4 TO 6 MONTHS OF TRAINING.
6. PROPER USE OF THE PHONE SYSTEM WITHIN THE STORE.
7. PROPER DRESS.
8. COURTEOUSNESS.
9. WORK AS A TEAM MEMBER.
10. BE TO WORK ON TIME.
11. DEVELOP PROPER ATTITUDE.
12. UNDERSTAND THE MISSION OF THE BUSINESS
13. ADD ON AND MULTIPLE SALES.
14. PROPER HOUSEKEEPING.

SAFETY FEATURES THE STUDENT SHOULD KNOW ABOUT HIS/HER PLACE OF EMPLOYMENT:

1. KNOWLEDGE OF SAFETY ON THE JOB.
2. PROPER WAY TO LIFT CARTONS.
3. FIRST AID KIT
4. FIRE EXTINGUISHER
5. KNOWLEDGE OF EMERGENCY PHONE NUMBERS
6. KNOWLEDGE OF FIRE EXITS.
7. EMERGENCY EVACUATION PLAN.
8. EYE WASH STATION