



APPLIES TO ACADEMIC YEAR 2013/2014

BIK 2998 Managerial Accounting and Sales Management in Retailing

Programme

Single courses

Responsible for the course

Espen Skaldehaug

Department

Department of Accounting - Auditing and Law

Term

According to study plan

ECTS Credits

7,5

Language of instruction

Norwegian

Introduction

Learning outcome

Prerequisites

Compulsory reading

Books:

Petersen, Eirik. 2009. Nå dine salgsmål! : grunnleggende salgsteknikk for alle som jobber med kunder.

Universitetsforlaget

Sending, Aage. 2009. Økonomistyring 1. Fagbokforlaget

Other:

Berthling-Hansen, Skaldehaug, Rasmussen. 2011. Oppgavesamling til Økonomistyring i varehandel. Oslo: Handelshøyskolen BI

Berthling-Hansen, Skaldehaug, Rasmussen. 2011. Økonomistyring i varehandel. Oslo : Handelshøyskolen BI

Recommended reading

Course outline

Computer-based tools

Learning process and workload

Examination

Examination code(s)

Examination support materials

Re-sit examination

Additional information