

# Industrial Sales Management

Programme course

6 credits

Industriell försäljning

TEIE42

Valid from: 2017 Spring semester

**Determined by**  
Board of Studies for Industrial  
Engineering and Logistics

**Date determined**  
2017-01-25

## Main field of study

Industrial Engineering and Management

## Course level

Second cycle

## Advancement level

A1X

## Course offered for

- Design and Product Development
- Energy-Environment-Management
- Industrial Engineering and Management - International, M Sc in Engineering
- Industrial Engineering and Management, M Sc in Engineering
- Mechanical Engineering, M Sc in Engineering

## Entry requirements

Note: Admission requirements for non-programme students usually also include admission requirements for the programme and threshold requirements for progression within the programme, or corresponding.

## Examination

UPG1 Oral and written examination 6 credits U, 3, 4, 5

## Grades

Four-grade scale, LiU, U, 3, 4, 5

## Department

Institutionen för ekonomisk och industriell utveckling

## Director of Studies or equivalent

Johan Holtström

## Examiner

Jakob Rehme

## Course website and other links

<http://www.iei.liu.se/indek/utbildning/industriell-ekonomi/teie42?l=sv>

## Education components

Preliminary scheduled hours: 48 h

Recommended self-study hours: 112 h

## Course literature

Fastställs senare.

## Common rules

Regulations (apply to LiU in its entirety)

The university is a government agency whose operations are regulated by legislation and ordinances, which include the Higher Education Act and the Higher Education Ordinance. In addition to legislation and ordinances, operations are subject to several policy documents. The Linköping University rule book collects currently valid decisions of a regulatory nature taken by the university board, the vice-chancellor and faculty/department boards.

LiU's rule book for education at first-cycle and second-cycle levels is available at [http://stydokument.liu.se/Regelsamling/Innehall/Utbildning\\_pa\\_grund-\\_och\\_avancerad\\_niva](http://stydokument.liu.se/Regelsamling/Innehall/Utbildning_pa_grund-_och_avancerad_niva).