

SALES & NEGOTIATIONS CENTER NEWSLETTER

Looking Ahead at 2020

To begin the new year and decade, the Sales and Negotiations Center has big plans for our students with the support of our Faculty, Staff, and Corporate Partners. These opportunities include Coffee Corners, State Farm Circle Influence Dinner, sales competitions, and more.

Our State Farm Circle Influence Dinner will be held on February 18, 2020 with our guest, Dr. Greg Marshall. Dr. Marshall is a Charles Harwood Professor of Marketing and Strategy at Rollins College Crummer Graduate School of Business. He will present "Days of Future Passed: (Re)Imagining the Role & Impact of Sales in the Decade," drawing on his experience with selling, sales management, and product management in the consumer packaged goods and retailing industries with Warner-Lambert, Mennen, and Target Corporation.

February 7th is the deadline to RSVP and submit your requests for sponsorships. This is the prime opportunity to connect with the future marketing and sales leaders.

Want to learn how you can get involved with the Sales and Negotiations Center?

Contact SNC Director, David Fleming at David.Fleming@indstate.edu



Scott College of Business
Sales and Negotiations Center

UPCOMING EVENTS:

2/18

State Farm Circle of Influence Dinner

2/19

Guest Presenter: Greg Marshall

2/20

Sales Industry Panel

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www.linkedin.com/company/isusnc



Full Member

Get to Know Our Sales Faculty

Dr. David Fleming

Sales and Negotiations Center Director
Associate Professor

Favorite Aspect of Teaching: Learning new things from my students and seeing how they approach the material from their own life experiences.

Fun Fact: Lives on a farm with cows & goats

Sales Competitions

Our Sales Team will be competing at 3 competitions across the country in addition to our sales students competing in the virtual sales competition RNMKRS.

2/6 - 2/7

Selling with the Bulls
University of South Florida

2/20 - 2/22

Individual Sale Competition
University of Toledo

3/11 - 3/14

National Shore Selling Competition
Salisbury University



Dr. Ricky Ferguson

Assistant Professor
Sales Team Coach

Favorite Aspect of Teaching: Connecting with students and assisting as they grow and develop their skills in pursuit of their dreams.

Fun Fact:
Singer/Songwriter and guitarist



January
Spotlight

ISU
Sales
Team

The Indiana State University Sales Team is led by Dr. Ferguson. He has coached these students to success in two competitions last semester and the virtual RNMKRS competition. The students that are on are Sales Team include the following: Hannah Southwood, Samantha Weirsum, Hunter Diveley, Connor Lash, Hannah Davis, Tevin Rodgers, and Kyle Collins. These students meet throughout the semester to prepare for the competitions with Dr. Ferguson's guidance.