



Lycée Professionnel Pierre Doriolle
La Rochelle

Nom :
Prénom :
Classe :
Année scolaire :

Work Placement : selling experience

1. First steps in the working world

- introduce yourself
- identify the various people working in the shop and their position
- be able to situate oneself in the shop organization
- observe and describe the different activities in the shop (receipt of goods, implementation, selling...)

2. The selling environment

- identify the customers
- identify the products to sell
- identify the selling methods
- identify the supply chain

3. Selling activities

- keep the shop attractive
- welcome and help the customers in a proper way
- advise and sell

4. Describe and explain

- tell or write to one's superior about professional activities

Work Placement : attitude

- wear appropriate clothing
- behave as a professional (polite, helpful, careful)
- be on time
- follow instructions
- get involved (be curious, autonomous, take initiatives)
- get involved in the team (speak with colleagues, ask them for advice, help them)