**Modulo: Sales Corsista:**

1. Quali sono le finalità di un “Commerciale”?

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1. Quali sono gli strumenti di un “Commerciale”?

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1. Quali sono le tipologie di contratto che tutelano l’attività di un “Commerciale” e quali sono gli enti previdenziali propri di questa figura?

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1. Secondo le tue sensazioni ed attitudini quale tipologia di contratto ritieni più valida e perché?

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1. Differenze tra un Plurimandatario ed un monomandatario

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1. Cosa si intende per Disco di Vendita?

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1. Quali uffici compongo un Tour Operator di tipo classico e quali finalità hanno in breve?

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1. Quale degli uffici citati nella risposta precedente ritieni più consono alle tue caratteristiche personali ed aspettative professionali?

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1. Caratteristiche e peculiarità di un “Commerciale”

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1. Elenca tre destinazioni “di massa” e tre “di nicchia” e motiva la scelta

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