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Personal Selling: Function, Theory and Practice

Young, James R.

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Personal Selling Function Theory And Practice

American Marketing Association



Personal Selling Function Theory And Practice:

Personal Selling R. Wayne Mondy, Shane R. Premeaux, James Ryland Young, 1998 PERSONAL SELLING FUNCTION THEORY AND PRACTICE 4TH introduces sales from a professional real world perspective The authors use their varied selling experiences and strong academic backgrounds to harmonize sound theory and successful practice Input from top marketing executives further brings key principles to light The text quickly delves to the heart of the effective sales process problem or need recognition and problem solving or need satisfaction Rather than teaching students how to sell using a standard sales presentation the authors clearly demonstrate the keys to identifying and meeting prospects individual needs The authors emphasize closing after the sale has been made The text s comprehensive approach gives instructors the option to cover or eliminate certain chapters or portions of chapters depending on the needs of the class No matter what the approach the essence of the successful sales process remains at the core of the text Personal Selling James Ryland Young, R. Wayne Mondy, 1978-01-01 **Instructor's Manual for Personal Selling** James Ryland Young, Robert W. Mondy, 1978 **Personal Selling** James Ryland Young, R. Wayne Mondy, 1982 *Personal Selling* Ronald B. Marks, 1985 **Basics of Marketing Management (Theory & Practice)** Rudani R.B., 2010-12 Introduction To Marketing 1 42 2 Emerging Issues In Marketing 43 66 3 Marketing Environment And Demand Forecasting 67 81 4 Consumer Behavior And Market Segmentation 82 119 5 Product Decisions 120 152 5 1 Product Related Strategies 153 174 6 Pricing Decisions 175 189 7 Market Promotion Mix 190 198 7 1 Advertising 199 235 7 2 Personal Selling And Sales Force Management 236 262 7 3 Sales Promotion 263 268 7 4 Publicity And Public Relations 269 283 8 Physical Distribution And Channel Of Distribution 284 305 9 Marketing Information System And Marketing Research 306 341 10 Rural Marketing 342 357 11 Marketing Of Services 358 264 12 Elements Of Retailing 365 387 13 International Marketing 388 399 14 Marketing Control 400 413 15 Analysing Competition 414 430 16 Case Study Marketing Cases And Analysis 431 448 17 Project Report In Marketing Practical Study 449 469 Bibliography Proceedings of the 1983 Academy of Marketing Science (AMS) Annual Conference John C. Rogers III, William A. Dempsey, Charles W. Lamb, Jr., Dale M. Lewison, Patrick L. Shul, Saraswati P. Singh, 2015-06-26 This volume includes the full proceedings from the 1983 Academy of Marketing Science AMS Annual Conference held in Miami Florida It provides a variety of quality research in the fields of marketing theory and practice in areas such as consumer behaviour marketing history marketing management marketing education industrial marketing and international marketing among others Founded in 1971 the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory research and practice Among its services to members and the community at large the Academy offers conferences congresses and symposia that attract delegates from around the world Presentations from these events are published in this Proceedings series which offers a comprehensive archive of volumes reflecting the evolution of the field Volumes deliver cutting edge research and insights

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