



Lahore University of Management Sciences

MGMT 314 – Sales Force Management Spring 2011-2012

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Course URL (if any)	

Course Basics			
Credit Hours	4		
Lecture(s)	Nbr of Lec(s) Per Week	2	Duration: 30 Minutes
Recitation/Lab (per week)	Nbr of Lec(s) Per Week	NA	Duration: NA
Tutorial (per week)	Nbr of Lec(s) Per Week	NA	Duration: NA

Course Distribution	
Core	ACF
Elective	All other Majors
Open for Student Category	Sophomore, Junior & Seniors
Close for Student Category	Freshman

COURSE DESCRIPTION:
Continual changes in economic, social & cultural fronts have required the business organizations to become more market oriented-more responsive to customers. The role of sales force is expanding greatly in these changing times. Now the sales persons are engaged in consultative relationship with their customers. They are expected to solve customer problems, not just sell products. As the nature of personal selling changes, so does the role of Sales Manager. Today's Sales managers are viewed as "Team leaders" rather than bosses. Managers in this century are being asked to manage multiple sales channels, such as telemarketing, e marketing as well as field sales people. Keeping in view the spectrum of Sales Manager activities, following three steps frame work explains in details the three interrelated, sequential processes, each of which influences the various determinants of salesperson performance. *The Formulation of Strategic Sales Program: It involves organizing and planning the company's overall selling efforts & integrating these efforts with the other elements of the firm's marketing strategy. Few of the key areas are the formulation of account management policies, ways of organizing the sales force, and methods for estimating demand, setting quotas, and designing sales territories. *The Implementation of Sales Program: It includes selecting appropriate sales personnel, designing, implementing policies and procedures that will direct their efforts towards the desired objectives.

Mgmt Sales Force Mot

ML Morrison



Mgmt Sales Force Mot:

Reviewing **Mgmt Sales Force Mot**: Unlocking the Spellbinding Force of Linguistics

In a fast-paced world fueled by information and interconnectivity, the spellbinding force of linguistics has acquired newfound prominence. Its capacity to evoke emotions, stimulate contemplation, and stimulate metamorphosis is actually astonishing. Within the pages of "**Mgmt Sales Force Mot**," an enthralling opus penned by a highly acclaimed wordsmith, readers set about an immersive expedition to unravel the intricate significance of language and its indelible imprint on our lives. Throughout this assessment, we shall delve into the book's central motifs, appraise its distinctive narrative style, and gauge its overarching influence on the minds of its readers.

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web aug 13 2009 mesin roll pipa di atas dapat digunakan untuk pipa diameter 1 1 5 1 75 2 dan vierkant 30x30 mesin dapat digunakan untuk pipa dengan ketebalan

rancang bangun mesin rol bending pipa besi poliupg ac id - Jun 03 2023

web mesin bending roll pipa 360 derajat 4 inch rp45 597 500 jakarta barat pt future star international trade ad mesin bending pipa roll 2 inch 360