

Sales Force Dynamics

*Motives,
Management,
Money,
Marketplace*

James B. Weitzul

Sales Force Dynamics Motives Management Money Marketplace

Jiyuan Zhang



Sales Force Dynamics Motives Management Money Marketplace:

Sales Force Dynamics James B. Weitzul, 1993-03-05 Many people have favorite theories about what factors contribute to the development of a successful sales force. Many of these theories contain some grains of truth but few have been empirically tested. This book demonstrates systematically the importance of four key factors of a successful sales force. It presents a detailed analysis of the single and interactive importance of each factor and demonstrates that it is the interaction of the four factors that ultimately leads to an effective sales force. It concludes convincingly that all four factors must be considered when developing the sales force. Harnessing the power of the motives of the sales personnel in essence the behavior styles of the individuals comprising the sales force is important for success. A variety of individual motivational patterns exist within different and equally effective sales personnel. In this book these patterns are identified, defined, and discussed. The most critical motives are self-discipline, entrepreneurship, interpersonal sociability, and social aggressiveness. Even sales people with ideal motive patterns will benefit from being matched with appropriate sales managers. The best sales managers know themselves and have keen insights into the best ways to motivate and lead each person of the sales team. The best managers treat each person as a unique being. They begin by identifying each person's motivational pattern and then provide appropriate reinforcement. The author details how to accomplish this. The critical importance of money is discussed and reviewed in relation to specific behavior patterns. A variable high-risk commission income is especially motivational to some types of sales personnel, whereas a constant low-risk salary income is more effective with other sales personnel. The value of marketplace information is also essential to the performance of the sales people and the products. This source of information is evaluated carefully. Finally, data are presented that demonstrate the interactive effect of all four variables in a productive dynamic sales force.

The Academy of Management Review Academy of Management, 1993 **Forthcoming Books** Rose Army, 1993-04 **Books In Print 2004-2005** Ed Bowker Staff, Staff Bowker, Ed, 2004 **Subject Guide to Books in Print**, 1993 **American Book Publishing Record**, 1996 **CIO**, 2001-03-15 **Vacation Industry Review**, 1989

Benchmarking the Marketing Practices Within the Microfinance Industry in Ethiopia Blake Liam Paul Leslie, 2004

CIO, 2001-02-01 *Marketing Decision Making and the Management of Pricing: Successful Business Tools* Rajagopal, Dr., 2013-05-31 This book provides the latest research studies, market analysis, and best practices utilized in emerging markets to gain competitive advantage and market leadership. Provided by publisher **Computerworld**, 1999-09-13 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide. Computerworld's award-winning Web site, Computerworld.com, twice monthly publication, focused conference series, and custom research form the hub of the world's largest global IT media network. **The Video Source Book** David J. WEINER, 1990 *The Digital Marketer* Larry Weber, Lisa Leslie Henderson, 2014-04-14 Big data, Digital loyalty programs, Predictive analytics, Contextualized content. Are you ready? These are just a few of the newest trends in digital marketing that

are part of our everyday world In *The Digital Marketer Ten New Skills You Must Learn to Stay Relevant* and Customer Centric digital marketing guru Larry Weber and business writer and consultant Lisa Leslie Henderson explain the latest digital tools and trends used in today s marketing initiatives *The Digital Marketer* explains The ins and outs of this brave new world of digital marketing The specific techniques needed to achieve high customer engagement The modern innovations that help you outperform the competition The best targeting and positioning practices for today s digital era How customer insights derived from big and small data and analytics combined with software design and creativity can create the customer experience differential With the authors decades of combined experience filling its pages *The Digital Marketer* gives every marketer the tools they need to reinvent their marketing function and business practices It helps businesses learn to adapt to a customer centric era and teaches specific techniques for engaging customers effectively through technology The book is an essential read for businesses of all sizes wanting to learn how to engage with customers in meaningful profitable and mutually beneficial ways

Standard & Poor's Creditweek ,1996 **Encyclopedia of E-Commerce, E-Government, and Mobile Commerce** Khosrow-Pour, D.B.A., Mehdi,2006-03-31 Administration r f rence lectronique *Systemic Structure Behind Human Organizations* Yi Lin,Bailey Forrest,2011-12-14 *Systemic Structure behind Human Organizations From Civilizations to Individuals* shows how the systemic yoyo model can be successfully employed to study human organizations at three different levels civilizations business enterprises and individuals This monograph tackles managerial problems from an holistic perspective such as how a business entity grows and dies and how a CEO can manipulate the choices of long and short term projects in order to gain more control over the board of directors By creating a uniform language and logic of reasoning the book provides examples and convincing results Additionally the book shows how the same model thinking logic and methodology of the systems research can be equally applied to analyze problems and situations considered in natural sciences social sciences and humanity areas Therefore it offers knowledge of a brand new tool to attack organizational problems By concentrating on difficult unsettled issues in these varying areas this monograph thoroughly explains how some laws of nature can be established for the common study of natural and social sciences

Chief Information Officer Magazine ,2001-03 **Insite** ,1992 **Business Today** ,1994

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