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Sales Force Management Planning Implementation And Control

**Gilbert A. Churchill, Neil M. Ford, Orville
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Sales Force Management Gilbert A. Churchill, Neil M. Ford, Orville C. Walker, 1990 **Sales Force Management** Gilbert A. Churchill, Neil M. Ford, Orville C. Walker, 1981 **Sales Force Management** Gregory Rich, 2023-12-13 Formerly published by Chicago Business Press now published by Sage Written in an engaging and student friendly manner Sales Force Management provides a blend of cutting edge research and practical strategies Author Gregory A Rich delves into the challenges faced by today's sales managers covering topics such as technology globalization and social selling keeping your students up to date with the latest developments in the field Luxury Sales Force Management M. Merk, 2014-02-24 The sales team can often make or break the success of new brands or products This comprehensive guide provides strategies models and checklists to help managers and directors strengthen the relationships of their firm's sales force with their own or other brands maximizing turnover and profit in the long run **Managing Your Sales Force** Pingali Venugopal, 2006-07-05 Salespersons occupy a vital position in most organizations yet they tend not to hold their profession in high esteem According to the author of this book unless salespersons take pride in their work they are unlikely to perform to the best of their abilities This in turn is bound to affect the organization in terms of both its growth and its profit Pingali Venugopal approaches the sales management function from the motivational dimension in order to revive the lost vocational esteem in the sales profession Divided into two sections this book takes an integrated view of management decisions both strategic and operational and works out each as a motivator for the salespersons emphasizes the need for managers to motivate salespersons beyond the commonly used monetary incentives highlights the importance of behavioural transactions that have to take place for a sale to be successful develops a framework to integrate the sales management function with the marketing mix so that there are no overlaps and stresses the need to devise appropriate training programmes for salespersons Sales Force Management Mark W. Johnston, Greg W. Marshall, 2013-05-02 In this latest edition of Sales Force Management Mark Johnston and Greg Marshall continue to build on the tradition of excellence established by Churchill Ford and Walker solidifying the book's position globally as the leading textbook in the field It's a contemporary classic fully updated for modern sales management practice Including the Churchill Ford and Walker approach the new edition also features A strong focus on leadership technology innovation ethics and global business New material integrated throughout the book on multifaceted sales communication approaches leadership and the relationship between the marketing and sales functions Continued partnership with HR Chally a global sales consultancy that supplies cutting edge data for each chapter allowing students to benefit from understanding and working with real world applications of current sales force challenges Enhanced learning features such as short and long cases to stimulate discussion leadership challenges to assess students ability to make decisions role plays to allow students to learn by doing and more Further resources for instructors and students are available

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