



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:
<p>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.</p> <p>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.</p> <p>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.</p> <p>*The Formulation of Strategic Sales Program:</p> <p>It involves organizing and planning the company's overall selling efforts & integrating these efforts with the other elements of the firm's marketing strategy.</p> <p>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.</p> <p>*The Implementation of Sales Program:</p> <p>It includes selecting appropriate sales personnel, designing, implementing policies and procedures that will direct their efforts towards the desired objectives.</p>

Mgmt Sales Force Mot

Gregory Rich



Mgmt Sales Force Mot:

Mgmt Sales Force Mot: Bestsellers in 2023 The year 2023 has witnessed a noteworthy surge in literary brilliance, with numerous compelling novels captivating the hearts of readers worldwide. Lets delve into the realm of popular books, exploring the captivating narratives that have enthralled audiences this year. The Must-Read : Colleen Hoover's "It Ends with Us" This poignant tale of love, loss, and resilience has gripped readers with its raw and emotional exploration of domestic abuse. Hoover expertly weaves a story of hope and healing, reminding us that even in the darkest of times, the human spirit can triumph. Mgmt Sales Force Mot : Taylor Jenkins Reids "The Seven Husbands of Evelyn Hugo" This spellbinding historical fiction novel unravels the life of Evelyn Hugo, a Hollywood icon who defies expectations and societal norms to pursue her dreams. Reids captivating storytelling and compelling characters transport readers to a bygone era, immersing them in a world of glamour, ambition, and self-discovery. Discover the Magic : Delia Owens "Where the Crawdads Sing" This captivating coming-of-age story follows Kya Clark, a young woman who grows up alone in the marshes of North Carolina. Owens weaves a tale of resilience, survival, and the transformative power of nature, captivating readers with its evocative prose and mesmerizing setting. These popular novels represent just a fraction of the literary treasures that have emerged in 2023. Whether you seek tales of romance, adventure, or personal growth, the world of literature offers an abundance of captivating stories waiting to be discovered. The novel begins with Richard Papen, a bright but troubled young man, arriving at Hampden College. Richard is immediately drawn to the group of students who call themselves the Classics Club. The club is led by Henry Winter, a brilliant and charismatic young man. Henry is obsessed with Greek mythology and philosophy, and he quickly draws Richard into his world. The other members of the Classics Club are equally as fascinating. Bunny Corcoran is a wealthy and spoiled young man who is always looking for a good time. Charles Tavis is a quiet and reserved young man who is deeply in love with Henry. Camilla Macaulay is a beautiful and intelligent young woman who is drawn to the power and danger of the Classics Club. The students are all deeply in love with Morrow, and they are willing to do anything to please him. Morrow is a complex and mysterious figure, and he seems to be manipulating the students for his own purposes. As the students become more involved with Morrow, they begin to commit increasingly dangerous acts. The Secret History is an exceptional and gripping novel that will keep you guessing until the very end. The novel is a warning tale about the dangers of obsession and the power of evil.

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