

Selling: Principles and Methods (Irwin Series in Marketing)

Pederson, Carlton A.

Note: This is not the actual book cover

Selling Principles And Methods The Irwin Series In Marketing

Lei Huang



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Marketing Information Guide, 1971

Harvard Business School Core Collection Baker Library, 1993

Basic Information Sources on Marketing Research

Procedures, 1954

Domestic Commerce Series, 1950

Small Business Bibliography, 1964

Training Commercial

Salesmen Leonard J. Smith, 1972

Editor & Publisher, 1989-10 Directory of interactive products and services included as section 2 of a regular issue annually 1995

Cooperative Organization

United States. Bureau of Foreign and Domestic

Commerce, 1949

Alcoholism Treatment Marketing Donald Self, 2014-04-04

The annual economic burden of alcohol abuse in the United States is staggering yet the alcoholism treatment industry has been historically plagued by governmental regulations moral crusades advocacy of specific treatment approaches and a lack of marketing knowledge Here is the first focused set of research on the marketing of alcoholism treatment services The authors of this much needed volume reputable marketing and research scholars greatly expand the current base of knowledge concerning the alcohol treatment marketing subdiscipline including the referral system analyses of market potentials for providers promotional effort consultation for new providers and the evolving nature of medical services distribution systems Through in depth interviews with treatment providers referral sources and former clients of treatment facilities and in major reviews of literature on the subject Alcoholism Treatment Marketing presents primary research and general research findings to provide practical marketing implications

Marketing Research Procedures United States. Bureau of Foreign and Domestic Commerce, 1949

Distribution Data Guide, 1960

Catalog of Copyright Entries. Third Series Library of Congress. Copyright Office, 1977

Core Collection Baker Library, 1987

The Development of Marketing Management

Kazuo Usui, 2024-11-01

There has been much discussion about the origin of marketing and marketing thought and whether it was truly American in origin Nevertheless it is true that US marketing management thought was very influential throughout the world in the latter half of the twentieth century becoming dominant after the Second World War In order to recognize why and how this kind of thought developed in the USA it is necessary to explore the historical contexts in which the marketing management thought was produced and developed at this time as well as the contents of the thought This work argues that while doubts about the US origin of marketing are acceptable marketing management thought which especially appeals to mass producers such as the USA developed according to their particular needs This book looks at the relationship between theories of marketing and the historical context in which they were developed rescuing them from later generalizations that failed to take into account contemporary social and economic factors

Business Information Sources Lorna M. Daniells, 1993 This is the reference work that librarians and business people have been waiting for Lorna Daniells s updated guide to selected business books and reference sources Completely revised with the best most recent information available this edition contains several new sections covering such topics as competitive intelligence economic and financial measures and health care marketing

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