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Selling Electronic Media



Selling Electronic Media

Lynne S. Gross



Selling Electronic Media:

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Selling Electronic Media Ed Shane, 1999-02-17 Selling is identifying and satisfying customer needs profitably Profitable for you profitable for them Diane Sutter President and CEO of Shooting Star Broadcasting owner of KTAB TV Abilene Texas This is the definition of sales used throughout Ed Shane's comprehensive and timely textbook **Selling Electronic Media** This new definition reflects the customer orientation of today's marketing environment as well as the product orientation of selling Today's selling is a win-win proposition a win for the seller and a win for the customer Using interviews with industry leaders and reports of their selling experiences **Selling Electronic Media** shares insight and practical advice in the basics of selling prospecting qualifying needs analysis presentations answering objections closing relationship management Focusing on the merging and converging of electronic media and the need for branding of media at all levels this highly readable book offers complete coverage of advertising sales for radio television and cable plus the new and emerging mass communication technologies primarily those generated by the Internet **Selling Electronic Media** is enhanced with review highlights and discussion points and illustrated throughout with visuals used by media outlets to market commercials and their audience reach Students pursuing sales and marketing careers in electronic media and professionals wishing to reinforce their understanding of the merging and converging media environment will find what they need in the pages of this book

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The International World of Electronic Media Lynne S. Gross, 1995 THE INTERNATIONAL WORLD OF ELECTRONIC MEDIA offers a fresh contemporary look at electronic media systems around the world Each chapter focuses on a specific country from Saudi Arabia to Russia to Japan and is written by an expert who has lived worked in and or taught courses on the media in the country about which he or she writes These chapter authors include such noted international communication scholars as Douglas Boyd and Joseph Straubhaar The book follows a consistent structure throughout making it particularly easy for

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In some sort of inundated with monitors and the cacophony of immediate transmission, the profound energy and psychological resonance of verbal beauty usually fade into obscurity, eclipsed by the regular assault of noise and distractions. Yet, set within the musical pages of **Selling Electronic Media**, a captivating function of literary elegance that pulses with organic feelings, lies an memorable trip waiting to be embarked upon. Composed by way of a virtuoso wordsmith, this interesting opus guides viewers on a mental odyssey, lightly exposing the latent potential and profound affect embedded within the intricate web of language. Within the heart-wrenching expanse with this evocative examination, we shall embark upon an introspective exploration of the book is central themes, dissect their fascinating publishing style, and immerse ourselves in the indelible impact it leaves upon the depths of readers souls.

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