

# Selling today: A personal approach : an extension of the marketing concept

Manning, Gerald L

# Selling Today A Personal Approach An Extension Of The Marketing Concept

**Gerald L. Manning, Barry L. Reece**



## **Selling Today A Personal Approach An Extension Of The Marketing Concept:**

**Selling Today** Gerald L. Manning, Barry L. Reece, 1987

**Selling Today** Gerald L. Manning, Barry L. Reece, 1984

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*Media Selling* Charles Warner, 2011-08-26 This newly revised

and updated edition of *Media Selling* addresses the significant changes that have taken place in media industries over the last few years while continuing as a seminal resource for information on media sales A classic in this field this book has long served students and professionals in broadcasting and media industries as an indispensable tool for learning training and mastering sales techniques for electronic media Addresses the unprecedented consolidation and sweeping change faced by media industries in recent years and now features greatly expanded coverage of the Internet including video streaming and the impact of social network sites Covers a broad span of media industries and issues including electronic media newspapers magazines outdoor billboard promotion sales ethics emotional intelligence and interactive media selling Fully updated to include much greater focus on national and international media sales issues as well as expanded coverage of network level selling product placement sales promotion use of market data *Forthcoming Books* Rose Arny, 1987 *Marketing News*, 1986-07 *Selling and Sales Management* David Jobber, Geoffrey Lancaster, Kenneth Le Meunier-FitzHugh, 2019 This new edition comes fully updated with new case studies using working businesses to connect sales theory to the practical implications of selling in a modern environment It also contains the results from cutting edge research that differentiates it from most of its competitors The book continues to place emphasis on global aspects of selling and sales management Topics covered include technological applications of selling and sales management ethics of selling and sales management systems selling and a comprehensive coverage of key account management **Books in Print**, 1987 **Debates in Marketing**

**Orientation** Bilgehan Bozkurt, 2019-01-14 This book examines the fundamental problem of marketing orientation

considering the current state of marketing orientation customer orientation and an individual's role in the marketing process It is a useful reference for marketing practitioners students and executives American Book Publishing Record, 1984-12

**Business and Professional Communication** Kelly M. Quintanilla, Shawn T. Wahl, 2018-11-29 Gain the knowledge and skills you need to move from interview candidate to team member to leader with this fully updated Fourth Edition of *Business and Professional Communication* by Kelly M Quintanilla and Shawn T Wahl Accessible coverage of new communication technology and social media prepares you to communicate effectively in real world settings With an emphasis on building skills for business writing and professional presentations this text empowers you to successfully handle important work related activities including job interviewing working in team strategically utilizing visual aids and providing feedback to supervisors New to the Fourth Edition A New Introduction for Students introduces the KEYS process to you and explains the benefits of studying business and professional communication Updated chapter opening vignettes introduce you to each chapter with a contemporary example drawn from the real world including a discussion about what makes the employee

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**Proceedings of the 1989 Academy of Marketing Science (AMS) Annual Conference** Jon M. Hawes,John Thanopoulos,2015-05-12 This volume includes the full proceedings from the 1989 Academy of Marketing Science AMS Annual Conference held in Orlando Florida It provides a variety of quality research in the fields of marketing theory and practice in areas such as consumer behaviour marketing management marketing education and international marketing among others Founded in 1971 the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory research and practice Among its services to members and the community at large the Academy offers conferences congresses and symposia that attract delegates from around the world Presentations from these events are published in this Proceedings series which offers a comprehensive archive of volumes reflecting the evolution of the field Volumes deliver cutting edge research and insights complimenting the Academy's flagship journals the Journal of the Academy of Marketing Science JAMS and AMS Review Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science      **Subject Guide to Books in Print** ,1993      The Cumulative Book Index ,1991 A world list of books in the English language      *Marketing* Rom J. Markin,1979      *Business and Professional Communication* Kelly Quintanilla Miller,Shawn T. Wahl,2023-02-14 Organized around the transition from student to professional life Business and Professional Communication Fifth Edition gives readers the tools they need to move from interview candidate to team member to leader Coverage of new communication technology and social media and an emphasis on building skills for business writing and presentations help students gain a deeper understanding of the role of communication in successfully handling situations like job interviewing providing feedback to supervisors and working in teams This title is accompanied by a complete teaching and learning package Learning Platform Courseware SAGE Vantage is an intuitive learning platform that integrates quality SAGE textbook content with assignable multimedia activities and auto graded assessments to drive student engagement and ensure accountability Unparalleled in its ease of use and built for dynamic teaching and learning Vantage offers customizable LMS integration and best in class support It's a learning platform you and your students will actually love Assignable Video with Assessment Assignable video available in SAGE Vantage is tied to learning objectives and curated exclusively for this text to bring concepts to life LMS Cartridge Import this title's instructor resources into your school's learning management system LMS and save time Don't

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**Key Account Management in Business-to-Business Markets** Stefan Wengler, 2007-11-06

Key account management as an alternative organizational form of marketing management became increasingly popular in many companies during the last years. In its beginning, key account management was particularly applied in the consumer packaged goods industry with respect to wholesalers as well as large department stores. For some time, key account management has also been applied time by suppliers in industrial markets as well as by companies offering product related services in order to serve their most important customers. Despite its practical relevance in marketing management, the implementation of key account management as well as its integration within the supplier's organization is hardly realized, on an adequate economic evaluation. Similarly, key account management controlling of an already implemented key account management organization is also lacking. These organizational units are once implemented, neither controlled nor evaluated concerning their economic performance. With respect to these rather surprising findings in marketing management practice, the author develops a theory based decision support model which seems capable of overcoming the previously described deficits. Based on a comparative analysis, the efficiency of alternative key account management organizations is evaluated using criteria developed from transaction costs economics. This decision model enables companies to evaluate each organizational key account management alternative on the basis of transaction cost economizing effects. In addition, set up costs which arise due to the implementation of the organizational unit are also included in the cost benefit calculation.

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