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

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Selling Today Gerald L. Manning, Barry L. Reece, 1987 Selling Today Gerald L. Manning, Barry L. Reece, 1984 Selling Today Gerald L. Manning, Barry L. Reece, 1987 **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 Marketing News ,1986-07 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 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 rated top five companies to work for so popular new strategies to update PR and marketing methods to help stories stand out Oprah Winfrey s 2018 Golden Globe speech that reverberated throughout the metoo movement Simon Sinek's How Great Leaders Inspire Action TED talk and the keys to Southwest Airlines success An updated photo program shows diverse groups of people in workplace settings and provides current visual examples to accompany updated vignettes and scholarship in the chapter narrative

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