

Sales Management Simulation: Participant's Manual

Dalrymple, Douglas J.

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Sales Management Simulation Participants Manual

Roman Wölfel



Sales Management Simulation Participants Manual:

Sales Management Simulation Ralph L. Day, Douglas J. Dalrymple, 1989-02 This simulation teaches the sales manager's role in a business organization. Participants learn to consider the nature of a simulated market and make realistic decisions concerning sales forecasting, hiring, deployment, compensation, product pricing, and market research. The Second Edition contains more sales territories and allows players to change prices, adjust compensation plans, and employ a sales contest. Moreover, it is now easier for instructors to enter data and modify parameters.

Sales Management Simulation Douglas J. Dalrymple, 2005 Sales Management Simulation Participants Manual 5e Sales Management Concepts and Cases Day, 1996-12-01

Catalog of Copyright Entries. Third Series Library of Congress. Copyright Office, 1971 *National Union Catalog*, 1973 Includes entries for maps and atlases *Marketing Information Guide*, 1969 *Sales Management* Douglas J. Dalrymple, William L. Cron, Thomas E. DeCarlo, 2004 Through seven editions, Sales Management has provided readers with a comprehensive practical approach to sales management. This book places special emphasis on current issues of managing strategic account relationships, team development, diversity in the work force, sales force automation, and ethical issues.

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Resources in Education, 2001 **Handbook of Management Games and Simulations** Chris Elgood, 1997 What kinds of management games are there? How do they compare with other methods of learning? Where can I find the most suitable games for the training objectives I have in mind? *Handbook of Management Games and Simulations* provides detailed answers to these questions and many others.

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