

Tenth Edition

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Stephen B. Castleberry | John F. Tanner, Jr.

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**Stephen B. Castleberry, John F. Tanner,
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CASTLEBERRY, 2013. Selling Stephen Bryon Castleberry, John F. Tanner, 2021. Account based marketing, customer lifetime value, artificial intelligence, all are influencing the way sales is done and taught. We believe that the partnering approach continues to be the best overall way to learn how to sell, particularly in the broader context of undergraduate education.

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Partnerships 10e remains the most innovative textbook in Selling with its unique role plays, mini cases and focus on knowledge and skills critical to the partnership process and successful business professionals. Emphasized throughout is the need for salespeople to be flexible and adapt strategies to customer needs, buyer social styles and other relationship needs and strategies. This is followed by a thorough discussion of the salesperson as manager and how planning and continual learning enable effective selling and career growth. *Selling?* STEPHEN. TANNER CASTLEBERRY (JOHN.), 2025-03-12.

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