

SALES SHOCK!

The End of Selling Products

The Rise of CoManaging Customers

**MACK
HANAN**

Author of Consultative Selling™

Sales Shock The End Of Selling Products The Rise Of Comanaging Customers

Victor M. Corman



Sales Shock The End Of Selling Products The Rise Of Comanaging Customers:

Sales Shock! Mack Hanan,1996 In today s changed era which Hanan calls SalesWorld 2000 the old vertically integrated enterprise model business is exploding into two types of restyled organizations One is the Tier 2 Business the process driven and product based manufacturer that does not need a sales force because it does not sell Instead its output is brought under strategic alliance by Tier 1 Businesses acting as multivendor distributors and systems integrators on behalf of their customer clients This Tier 1 Business is an intellectual capital business It manufactures nothing It does not need a sales force either because it sells nothing Tier 1 businesses are staffed with comanagers who work in a long term partnership with the customer s operating managers Comanagers are true business partners They account for a share of their customer s improved profits In turn instead of accepting prices as their reward they share in the improved profits they contribute Technology globalism and a focus on quality are changing the business world at a shocking rate Sales Shock will ensure that you keep up with the changes and stay profitable It shows how to escape the trap of an outdated volume driven sales approach and shows you how to create in depth ongoing partnerships in highly lucrative niche markets Don t worry once you get used to it the shock will wear off BOOK JACKET Title Summary field provided by Blackwell North America Inc All Rights Reserved

The Age of Access Jeremy Rifkin,2001-03-05 Visionary activist and author Jeremy Rifkin exposes the real stakes of the new economy delivering the clearest summation yet of how the Internet is really changing our lives The Seattle Times Imagine waking up one day to find that virtually every activity you engage in outside your immediate family has become a paid for experience It s all part of a fundamental change taking place in the nature of business contends Jeremy Rifkin After several hundred years as the dominant organizing paradigm of civilization the traditional market system is beginning to deconstruct On the horizon looms the Age of Access an era radically different from any we have known

Critical Inquiries Jacqueline Jones Royster,2003 Critical Inquiries intends to spark discussion and response with seven focused explorations of cultural themes that provide contexts and occasions for college writers to develop a stance and voice Edited by noted composition scholar Jacqueline Jones Royster Critical Inquiries unlike many readers does not attempt to present a balanced perspective Instead each of the seven major topics identity home nation immigration education health and technology is framed by a sequence of readings that disrupt and unsettle conventional thinking Students are challenged to move beyond simplistic pro con argumentation to explore connections between personal and public life in their own essays and responses Readings in Critical Inquiries include historical as well as contemporary voices going beyond traditional essays to include poems letters position and policy statements and literary nonfiction This multi genre approach brings issues of language awareness and rhetorical strategy to the forefront offering students a rich engagement with the deliberate choices made by responsible writers **The Publishers Weekly** ,1996 **American Book Publishing Record** ,1996

Blenden Wuchern Lamentieren Christian Kreiß,Heinz Siebenbrock,2019-10-25 Das Weltbild der Betriebswirtschaftslehre

das gilt bedingt in gewissem Ma auch f r die Volkswirtschaftslehre l sst sich in einer Kernaussage zusammenfassen Gewinnmaximierung Sie gilt als h chstes Ziel auf Erden praktisch das gesamte Lehrgeb ude baut auf diesem Prinzip auf Produktionsprozesse Einkauf Marketing Personalwesen Management Rechtsform Investition Finanzierung Besteuerung alle Teilbereiche der Betriebswirtschaftslehre werden dem untergeordnet Manchmal wird diese axiomatische Grundbedingung subtiler benannt Economic Value Added EVA wertorientierte Unternehmensf hrung Shareholder Value Return on Capital aber das Ziel ist immer dasselbe Gewinne bzw Renditen zu maximieren Christian Krei und Heinz Siebenbrock schildern in Blenden Wuchern Lamentieren welch gravierende Auswirkungen dieses Prinzip der Gewinnmaximierung auf die verschiedensten Bereiche unseres wirtschaftlichen und gesellschaftlichen Lebens hat Es f rdert Konkurrenzdenken und egoistisches Verhalten und f hrt zu Umweltzerst rung Sozialabbau und einer zunehmenden Verrohung der Gesellschaft Doch die Autoren zeigen auch ermutigende Alternativen wie jeder Einzelne dazu beitragen kann die Probleme des menschenverachtenden Prinzips der Gewinnmaximierung zu berwinden und es durch menschengerechte Ziele zu ersetzen Ein Umdenken ist m glich Access - Das Verschwinden des Eigentums Jeremy Rifkin,2007-03-12 Materielles Eigentum war gestern Die Zukunft geh t virtuellen G tern und dem Zugriff auf sie Unter dem Stichwort Access brachte Jeremy Rifkin diesen Trend schon vor einigen Jahren auf den Punkt Heute gibt ihm die Realit t Recht Seine Thesen sind jetzt aktueller denn je Flexibel verhandeln Jutta Portner,2017-02-01 **De onmisbaarheidsfactor** Floris Hurts,2006 Stappenplan voor marketeers en managers om hun bedrijf beter aan te laten sluiten bij de wensen van de klant door een totaalconcept van serviceverlening *Medien machen Marken* Martin Andree,2010-08-09 Der Getr nkehersteller Red Bull verf gt ber eine firmeneigene TV Produktion S mtliche Medienformate werden von dort mit selbst produziertem Material versorgt Schlie lich gilt Alle Marken entstehen aus Medien Die Medien liefern die Bedingungen f r das Ph nomen Marke und doch findet dieser Aspekt in der klassischen Marketingliteratur kaum Beachtung Martin Andree liefert erstmals eine Medientheorie des Marketing Er zeigt wie Marken von Medien gemacht transportiert und visualisiert werden und wendet dabei aktuelle medientheoretische Modelle an Wie lassen sich Marken als Medien beschreiben Und welche Rolle spielt dabei der Markenname Welche mythischen Symbole sind in Marken aufzusp ren Wie wandern die Marken durch verschiedene Medien und welche Auswirkungen hat diese Intermedialit t Der Erfolg einer Marke h ngt davon ab wie durchdacht und effektiv die Medien ausgew hlt werden auf welche Weise das Marketing dabei zu verdichteten und faszinierenden Botschaften gelangt und wie geschickt eine Marke auf diese Weise Aufmerksamkeit auf sich ziehen kann

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