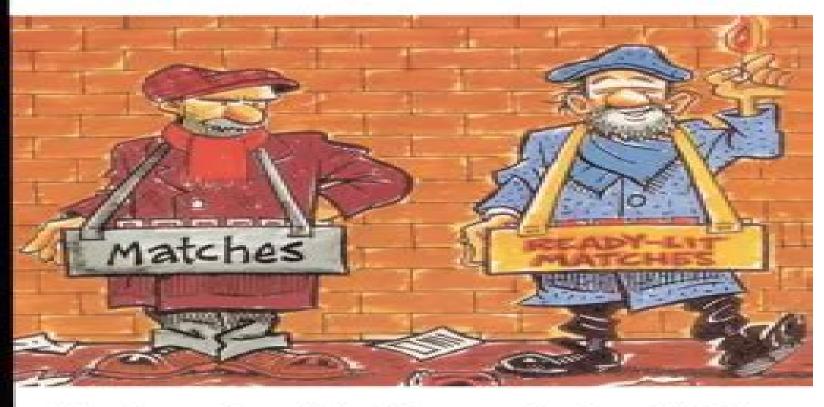
OCKET GUIDE TO

SERVICES & PRODUCTS



Malcolm McDonald & Peter Morris



Pocket Guide To Selling Services And Products

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Pocket Guide To Selling Services And Products:

Pocket Guide to Selling Services and Products Peter Morris, Malcolm McDonald, 2014-04-23 First published in 1995 This pocket guide is a cartoon book with a serious message it explores the world of commercial transactions selling products and services It will take the salesperson through the course of the sales process in an informative and entertaining way Selling Services and Products begins by establishing an understanding of customers needs and moves through getting an appointment to meet them to the moment when the sale is closed It examines the differences between selling services and products and consolidates that information by an exercise at the end of each chapter Everybody constantly makes transactions of one kind or another so the selling process embodies a fundamental human activity the need to persuade somebody about something so that both parties benefit This book will profit not only sales executives but everyone This unique pocket guide is a must for sales and marketing managers and students **Pocket Guide to Selling Products and** Services Malcolm McDonald, Peter Morris, 1995 First published in 1995 Routledge is an imprint of Taylor Francis an informa Pocket Guide to TOM John S Oakland, Peter Morris, 2013-11-05 Another new book in the popular and original series of pictorial guides John Oakland cuts through the complex concepts and confusing jargon associated with implementing Total Quality and Peter Morris presents the information in his inimitable pictorial style This book will show students and managers what they need to understand about TQM in the simplest clearest and most memorable form Professor John Oakland is undoubtedly the British guru of quality management Following a successful industrial career in research and production management he has developed a pragmatic approach to introducing TOM which he and his colleagues have used successfully in literally thousands of organizations He is founder and Executive Chairman of OAKLAND Consulting Plc and Head of the European Centre for TQM at the University of Bradford Management Centre Also published by Butterworth Heinemann are John Oakland's bestselling Total Quality Management now in its second edition and Cases in Total Quality Management Peter Morris is the creative force behind the illustrations in all Butterworth Heinemann's pictorial guides Originally trained as an art teacher he spent several years as an industrial designer in Canada before returning to England to design educational and training materials for the University of Sussex His experience working on industrial contracts convinced him quite rightly that cartoons are frequently the best way to illustrate the abstractions of business life

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