

Oferiți-le consultanților voștri de vânzări și supervizorilor lor o experiență hands-on prin care:

- să stăpânească cei 5 pași ai procesului de vânzare
- să identifice factorul special de succes pentru fiecare pas din procesul de vânzare
- să gestioneze, în întregul proces de vânzare, "evenimente" neașteptate, cu încredere și competență
- să stăpânească abilități de comunicare care duc la succesul în vânzări
- să înțeleagă mai bine procesele pentru a sprijini instruirea la locul de muncă

Obiectivul general al simulării

Performanța în vânzări!

Objectival specific

Participanții vor concura pentru "eficiența comercială maximă".

Cum

Participanții vor fi împărțiți în echipe și vor intra în rolul de oameni de vânzări în companii aflate în concurență.

Simsales Management For Students Text

J Ma

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Marketing Management Rajiv Lal, John A. Quelch, V. Kasturi Rangan, 2005 Marketing Management Text and Cases 1 e includes a new collection of cases from Harvard Business School HBS sets the standard for effective case writing and teaching and provides here the latest cases in Marketing Management Marketing Management John Walker Mullins, 2005 This text has been developed in response to changing customer curriculum needs Many instructors are looking for a concise text for this course one that offers a solid core for the course but allows time to add other topics materials etc Relationship Selling Through Service Charles Futrell, 2005 Strategic Marketing David W. Cravens, Nigel Piercy, 2006 Strategic Marketing 8 e by Cravens and Piercy is a text and casebook that discusses the concepts and processes for gaining the competitive advantage in the marketplace The authors examine many components of a market driven strategy including technology customer service customer relationships pricing and the global economy The text provides a strategic perspective and extends beyond the traditional focus on managing the marketing mix The cases demonstrate how real companies build and implement effective strategies Author David Cravens is well known in the marketing discipline and was the recipient of the Academy of Marketing Science's Outstanding Marketing Educator Award Co author Nigel Piercy has a particular research interest in market led strategic change and sales management for which he has attracted academic and practitioner International Marketing Philip R. Cateora, John L. Graham, 2005 The undisputed leader in acclaim in the UK and USA international marketing this book pioneered the environmental cultural approach to the field It concentrates on explaining how a nation s culture and environment should be central to any marketing strategy Hot topics are also emphasized including Strategic International Alliances Green Marketing TQM the Japanese distribution system NAFTA the Commonwealth of Independent States and much more Marketing Research Joseph F. Hair, Robert P. Bush, David J. Ortinau, 2006 Marketing Research 3 e takes an application oriented approach providing students with the tools and skills necessary to solve business problems and exploit business opportunities. This book is unique from any other in the market in three significant ways First it provides a greater balance between primary and secondary information and the techniques and methods that underpin these two important types of data Second it offers in depth coverage of the critical research tools and skills that will be required of today and tomorrow s marketing researchers and business decision makers Third with its in depth coverage of secondary research the practice of customer based management is highlighted as this book helps students see what real companies are doing for their marketing research This book provides students a realistic and current view of the practice and importance of marketing research in the business world Marketing Strategy: A Decision Focused Approach Orville Walker, 2005-02-24 Marketing Strategy 5 e is a flexible short paper back text which can be used on its own or packaged with a case book It covers the concepts and theories of creating and implementing a marketing strategy and offers a focus on the strategic planning process and marketing s cross inter functional relationships This book helps the

student integrate what they have learned about analytical tools and the 4Ps of marketing within a broader framework of competitive strategy **Machinery** Lester Gray French, 1915 SimSales Management Student Manual Nancy J. Sales Force Management Joseph F. Hair, Rolph Nentl, Craig Miller, 2003 Machinery ,1916 Kompass ,2002 Anderson, Rajiv Mehta, Barry Babin, 2020-08-26 The second edition of Sales Force Management Building Customer Relationships and Partnerships prepares students for professional success in the field Focused on the areas of customer loyalty customer relationship management and sales technology this practical resource integrates selling and sales management while highlighting the importance of teamwork in any sales and marketing organization. The text presents core concepts using a comprehensive pedagogical framework featuring real world case studies illustrative examples and innovative exercises designed to facilitate a deeper understanding of sales management challenges and to develop stronger sales management skills Integrating theoretical analytical and pragmatic approaches to sales management the text offers balanced coverage of a diverse range of sales concepts issues and activities This fully updated edition addresses the responsibilities central to managing sales people across multiple channels and through a variety of methods Organized into four parts the text provides an overview of personal selling and sales management discusses planning organizing and developing the sales force examines managing and directing sales force activities and explains effective methods for Sales Management Douglas J. Dalrymple, 1988 Sales Management controlling and evaluating sales force performance provides an introduction to the role and responsibilities of sales managers and includes 45 case studies Intended for undergraduate level and MBA courses the book focuses on the activities of first line field sales managers It provides the instructor and student with a combination of teaching and learning devices including text case studies problems experiential exercises and sales management simulation. The new model on the sales management process in this edition helps students integrate material Chapters on personal selling ethics and industrial selling are included The text also contains key words glossary learning objectives flow charts illustrations chapter summaries and review sections Sales Management Thomas N. Ingram, 2023-11 This eleventh edition of Sales Management continues the tradition of blending the most recent sales management research with the real life best practices of leading sales organizations and sales professionals Reflecting today s emphasis on analytics and customer experience CX this edition focuses on the importance of employing different data based selling strategies for different customer groups as well as integrating corporate business marketing and sales level strategies and plans Sales Management includes coverage of the current trends and issues in sales management along with real world examples from the contemporary business world that are used throughout the text to illuminate chapter discussions The new eleventh edition includes Emphasis on data driven decision making ethics the use of artificial intelligence the customer experience leadership sales enablement technology and new communication technologies Updated end of chapter cases with application questions and role plays along with skill building experiential exercises with discovery investigations and focused

role plays which place students in the role of sales manager Updated ethical dilemmas for students to practice ethical decision making Revised Sales Management in Action boxes Multiple vignettes embedded in each chapter featuring sales management professionals and well known companies discussing key topics from that chapter This text is core reading for postgraduate MBA and executive education students studying Sales Management An updated online instructor s manual with solutions to cases and exercises revised test bank and updated PowerPoints is available to adopters **Sales Management** William C. Moncrief, Shannon Shipp, 1997 Today s business environment demands broader knowledge and skills than ever before from sales managers And no sales management text takes a more intuitive and integrative approach than Sales Management by Moncrief and Shipp They bring all the sales functions together like never before and bring you the new topics and new skills your students need to succeed Sales Management Gerbrand Rustenburg, Arnold Steenbeek, 2016-08-26 This international textbook focuses on the strategic and operational aspects of sales management With new material on coaching and motivating sales teams sales skills and leadership are developed in this unique product Sales Management teaches students how to gradually draw up a comprehensive sales plan a process of analysing learning asking brainstorming writing removing and reformulating This comprehensive text provides core reading for students of sales and sales management globally **Sales Management** Charles Futrell, 2001 Completely revised and updated for 21st century selling this popular text has been updated to reflect issues affecting salespeople today and beyond The most current text on the market Sales Management focuses on topics most important to todayAEs organizations including team building leadership relationship selling services and nonprofit selling global selling the multicultural workplace technology small business and increasing competition A salesperson turned professor Dr Futrell empowers students with the tools to win customers for life Sales Management Thomas N. Ingram, Raymond W. LaForge, Ramon A. Avila, Charles H. Schwepker Jr, Michael R. Williams, 2024-01-22 This 11th edition of Sales Management continues the tradition of blending the most recent sales management research with the real life best practices of leading sales organizations and sales professionals Reflecting today s emphasis on analytics and customer experience CX this edition focuses on the importance of employing different data based selling strategies for different customer groups as well as integrating corporate business marketing and sales level strategies and plans Sales Management includes coverage of the current trends and issues in sales management along with real world examples from the contemporary business world that are used throughout the text to illuminate chapter discussions The new 11th edition includes Emphasis on data driven decision making ethics the use of artificial intelligence the customer experience leadership sales enablement technology and new communication technologies Updated end of chapter cases with application questions along with skill building experiential exercises with discovery investigations and focused role plays which place students in the role of sales manager Updated ethical dilemmas for students to practice ethical decision making Revised Sales Management in Action boxes Multiple vignettes embedded in each chapter featuring

sales management professionals and well known companies discussing key topics from that chapter This text is core reading for postgraduate MBA and executive education students studying sales management An updated online instructor s manual with solutions to cases and exercises a revised test bank and updated PowerPoints is available to adopters Management of a Sales Force William Stanton,1998 Takes a practical hands on and how to do it approach to sales management Concepts are clearly explained and complex sales management material has been presented in an accessible style to assist student understanding This text is the ideal learning tool for both vocational and university courses with a practical focus Sales Management Joseph F. Hair,2010 SALES MANAGEMENT BUILDING CUSTOMER RELATIONSHIPS AND PARTNERSHIPS International Edition is designed to cover all of the basic topics in sales management while emphasizing customer loyalty customer relationship management and the effects of technology on the sales function Because of advances in telecommunications technology the traditional role of sales managers is evolving toward managing sales people across multiple channels that contact and service customers through a variety of methods The text reflects current trends and is designed to prepare students for the additional management responsibilities they are likely to encounter in the real world

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