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Sales Management: Concepts and Cases

Dalrymple, Douglas J.

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Dalrymples Sales Management Concepts Cases

**David W. Cravens, Kenneth Le
Meunier-FitzHugh, Nigel F. Piercy**



Dalrymple Sales Management Concepts Cases:

Dalrymple's Sales Management William L. Cron, Thomas E. DeCarlo, 2015-02-12 Dalrymple's Sales Management arms sales managers with the tools to help their companies gain a competitive edge as well as acquire strategic advantages in their careers With the tenth edition they'll find streamlined coverage for easier readability and retention Numerous new cases have been added and several others have been significantly updated The majority of case studies at the beginning of each chapter have been reworked The authors also present new and expanded discussions on sales network customer life time value solutions selling marketing sales interaction and marketing sales shared responsibilities This material will empower sales managers to build a sales force manage strategic relationships and motivate the sales team *Dalrymple's Sales Management* William L. Cron, Thomas E. DeCarlo, 2006-08

Dalrymple's Sales Management William L. Cron, 2008-12-18 SALES MANAGEMENT: CONCEPTS AND CASES, 10TH ED William L. Cron, Thomas E. DeCarlo, 2010-06-01 Market_Desc Sales Managers Special Features Offers streamlined coverage for easier readability and retention Includes numerous new and updated cases Updates the majority of case studies at the beginning of each chapter Presents new and expanded discussions on sales network customer life time value solutions selling marketing sales interaction and marketing sales shared responsibilities Incorporates the latest findings in sales force management research About The Book Dalrymple's Sales Management arms sales managers with the tools to help their companies gain a competitive edge as well as acquire strategic advantages in their careers With the tenth edition they'll find streamlined coverage for easier readability and retention Numerous new cases have been added and several others have been significantly updated The majority of case studies at the beginning of each chapter have been reworked The authors also present new and expanded discussions on sales network customer life time value solutions selling marketing sales interaction and marketing sales shared responsibilities This material empowers sales managers to build a sales force manage strategic relationships and motivate the sales team

The Oxford Handbook of Strategic Sales and Sales Management David W. Cravens, Kenneth Le Meunier-FitzHugh, Nigel F. Piercy, 2012-11-22 The Oxford Handbook of Strategic Sales and Sales Management is an unrivalled overview by leading academics in the field of sales and marketing management Sales theory is experiencing a renaissance driven by a number of factors including building profitable relationships creating delivering brand value strategic customer management sales and marketing relationships global selling and the change from transactional to customer relationship marketing Escalating sales and selling costs require organisations to be more focused on results and highlight the shifting of resources from marketing to sales Further the growth in customer power now requires a strategic sales response and not just a tactical one The positioning of sales within the organisation the sales function and sales management are all discussed The Handbook is not a general sales management text about managing a sales force but will fill a gap in the existing literature through consolidating the current academic research in the sales area

The Handbook is structured around four key topics The first section explores the strategic positioning of the sales function within the modern organisation The second considers sales management and recent developments The third section examines the sales relationship with the customer and highlights how sales is responding to the modern environment Finally the fourth section reviews the internal composition of sales within the organisation The Handbook will provide a comprehensive introduction to the latest research in sales management and is suitable for academics professionals and those taking professional qualifications in sales and marketing

Sales Management Earl D. Honeycutt, John B. Ford, Antonis C. Simintiras, 2003 Designed to prepare upper level undergraduate and graduate business students for work in the exciting field of global sales management this text focuses upon the managerial and cross cultural aspects necessary for leading the global sales force

Selling High-tech Products and Services Ira S. Kalb, 1991

Sales Management Douglas J. Dalrymple, William L. Cron, 1995 Uses a comprehensive up to date and practical approach to sales management Each chapter begins with a narrative about an individual firm Boxes highlight recent developments topical issues and unique sales strategies Special attention is paid to current topics on managing strategic account relationships team development work force diversity Total Quality Management and ethical issues This edition features 21 new cases increasing the total number of cases to 49 Cases appear at the end of each chapter Thoroughly updated tables figures and references

Sales Management Douglas J. Dalrymple, William L. Cron, 1997-11-03 Through five editions this book has provided readers with a comprehensive practical approach to sales management Now the sixth edition continues that tradition with four new chapters on the sales function and coverage of the latest trends such as relationship marketing team development and TQM

Good Small Business Guide 2013, 7th Edition Bloomsbury Publishing, 2013-06-30 Fully updated for this 7th annual edition the Good Small Business Guide 2013 is packed with essential advice for small business owners or budding entrepreneurs Offering help on all aspects of starting running and growing a small business including planning setting up or acquiring a business getting to grips with figures marketing selling online and managing yourself and others Containing over 140 easy to read articles and an extensive information directory this fully updated guide offers help on all aspects of starting and growing a small business Features a foreword from the National Chairman of the Federation of Small Businesses

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