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Professional Selling Mohamed B. Mansour, Wesley J. Johnston, 2018-06-14 Professional Selling Types Approaches and Management is an essential guide that covers the role of professional selling as part of an organization's integrated marketing system. It presents in detail the various types of professional selling functions as well as the process of presenting a product to a customer and closing a sale. It describes how a professional salesperson should follow up after a sale in order to maintain customer satisfaction and develop a long-term relationship. This professional reference goes global too by discussing sales and negotiation activities in different cultures. The book does more than discuss the steps of selling; it also includes comprehensive information about what it takes to manage key accounts as well as salespeople, especially recruitment, training, compensation, and evaluation. It features exercises, cases, and role playing to achieve its objectives. Salespeople and managers alike will benefit from the knowledge and guidance provided in *Professional Selling Types Approaches and Management*.

Marketing in Culturally Distant Countries Giovanna Magnani, 2022-06-28 The aim of this book is to offer up-to-date insights into the challenges for international firms represented by managing their marketing mix in distant countries, especially considering the role played by cultural distance. Building on the famous McCarthy's 4Ps and on the concept of cultural distance, the book outlines some key challenges and opportunities for firms that manage international marketing policies about product, price, place, and promotion in culturally distant markets. At the same time, the book looks at extant conceptualizations and approaches considering the evolving environmental forces which are contributing to further challenges for firms that are confronted with changing economic and social scenarios. Indeed, markets and societies are increasingly affected by multiculturalism, and new patterns in consumers' behaviors have emerged due to the proliferation of digital technologies and more recently due to several market disruptions such as the COVID-19 pandemic. How do firms manage culturally distant and increasingly evolving cultural environments is a relevant topic worthy of discussion from both a theoretical perspective and a practice-based approach through the analysis of real-world case studies. Researchers of cross-cultural marketing and practitioners intending to get acquainted with the latest research on the topic would particularly benefit from this book.

Construction EMarketing Brad Fowler, 2015 Construction EMarketing defined this EMarketing plan with a global approach in order for today's construction companies to build their E-business. Web site traffic better define online marketing strategies and improve on how to disseminate details about the company with a global audience. Includes details about SEO, keyword analysis, SWOT analysis, SOSTAC, target market analysis, EMarketing laws, and packed with so much more, including 300 Web sites and resources. [Encyclopedia of Global Studies](#) Helmut K.

Anheier, Mark Juergensmeyer, 2012-03-09 With all entries followed by cross-references and further reading lists, this current resource is ideal for high school and college students looking for connecting ideas and additional sources on them. The work brings together the many facets of global studies into a solid reference tool and will help those developing and articulating an

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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 acclaim in the UK and USA

Marketing Research Joseph F. Hair, Robert P. Bush, David J. Ortinau, 2006 Marketing Research 3e 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

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