



PERSONAL SELLING



Personal Selling Personal Selling

Neels Van Heerden, Antonie Drotsky



Personal Selling Personal Selling:

Personal Selling M. C. Cant, C. H. van Heerden, 2005-09 Outlining 10 steps in the personal selling process from prospecting for new business to closing a deal this guide explains the art of the sale The importance of listening to customers clarifying the difference between selling a product and a service and emphasizing the importance of business ethics are revealed Descriptions of the options available to those seeking a career in sales are included as is an exploration of the impact of the sales profession on the economy and a reminder that all jobs require some amount of selling Personal Selling Rolph E. Anderson, Alan J. Dubinsky, 2004 *Personal Selling* Hock-Hwa, Hock-hwa Chia, 2017-10-15 The book Personal selling is pegged as the primary selling enablement text dedicated to the development of Sales Professionals of the 21st century The publication introduces Personal selling as the fundamental approach usually practiced by salespeople during the execution of exchanges in business transactions Research has shown that the level of success in Personal Selling is in the first instance dependent on the ability of the seller in selling the seller's personal SPECS S Spirit P Practice E Engagement C Close S Satisfaction With seller's SPECS led transactional success continually reinforced in this manner a salesperson life time career in Professional Selling is then capable of being steadily advanced as the SPECS factors of the seller are increasingly preferred by the buyer with each exchange accomplished *Personal Selling* Charles Futrell, 1992 For over 250 000 professionals employed in sales and sales management the win win approach is the path to a successful career Author Charles Futrell provides a complete self contained personal selling and sales management program to show readers how to close the sale and keep clients satisfied *Personal Selling* Anderson Et Al, Rolph Anderson, 2014-01-30 Did you know nearly twenty percent of all college graduates regardless of major will start their careers in professional sales Now is an especially exciting and challenging time to study professional selling Personal Selling Building Customer Relationships and Partnerships uses a pragmatic up to date realistic upbeat and professional approach to the study of personal selling specifically business to business The text written in a conversational style creates diverse real world experiences for students through experiential learning such as Internet exercises role plays case studies and self assessment tools To help the reader relate more realistically to a new career in the business to business sales field the publication includes On the Frontlines The Life of a Salesperson vignettes These features throughout the publication follow the real world personal selling experiences of a recent college graduate Personal Selling Building Customer Relationships and Partnerships Presents considerable theoretical material and depicts practical application of the theory Gives many real world company examples that allow students to further enhance their understanding of the concepts Addresses the increased importance of ethics and legal issues in personal selling and business Describes the use of high tech tools and the advantages and a few disadvantages from excessive use to sell more efficiently and effectively Embeds Inside Personal Selling profiles in each chapter These profiles present salespeople from diverse backgrounds who sell diverse products for various types of organizations Features several

personal assessment tools for the reader to assess his her strengths and weaknesses Topics include those on ethics and communication styles Professional Personal Selling Rolph E. Anderson,1991 Written with the needs of today s breed of highly professional salespeople in mind this text presents a mixture of real world examples of selling situations selling techniques and selling and marketing theory to students who are considering personal selling as a career *Cross-Cultural Personal Selling* Anna Antczak,Barbara A. Sypniewska,2017-07-07 Providing in depth analysis this book enables readers to understand the theoretical aspects of personal selling and explores the difficulties of selling services which are sensitive to cultural age and gender differences and to customers originating from diverse cultural zones Agents and personal sellers must be aware of these differences and be familiar with the expectations of customers Cross cultural Personal Selling provides extensive empirical research results with special emphasis on competences skills and qualifications of personal sellers which are necessary for successful effective and efficient promotion campaigns aimed at customers from different cultures Academics of international marketing and promotion will find this study extremely useful as well as practitioners looking to expand their knowledge on personal selling **Personal Selling** Alexander Chernev, Personal selling is a form of marketing communication that involves direct contact between the salesperson and the buyer Personal selling uses this direct contact to inform customers about the company s offering persuade them of the offering s benefits and ultimately generate sales The role of personal selling in creating market value the key considerations involved in designing compensating and managing a salesforce and the process of managing the sale are the focus of this note The discussion of sales management and personal selling is complemented by an in depth overview of two additional topics the psychology of persuasion and the SPIN model of personal selling This note is an excerpt Chapter 15 from Strategic Marketing Management Theory and Practice by Alexander Chernev Cerebellum Press 2019 **Personal Selling** Rolph E. Anderson,Alan J. Dubinsky,Rajiv Mehta,2007 In line with students current career goals Personal Selling focuses exclusively on professional business to business selling rather than retail selling Early introduction of the Personal Selling Process PSP engages students from the beginning with tools for converting prospects into customers The authors latest research on customer loyalty and relationship marketing further distinguishes Personal Selling from other titles which focus less on these pressing issues Strategies for achieving long term customer loyalty underscore how attracting cultivating and retaining satisfied customers leads to higher profitability for salespeople and their organizations Clear conversational writing allows students to easily understand the authors research and analysis of the field The Second Edition includes an updated discussion of technology tools and services that facilitate sales Chapter 2 explores the behavioral technological and managerial forces affecting personal selling today and discusses numerous inexorable changes within each In addition to new examples and photos a new feature follows an actual sales professional through the various aspects of his job New Revised and reorganized Chapter 3 now titled Ethics and Legal Considerations in Personal Selling covers ethical issues that arise when dealing with prospects

and customers co workers and the company Unlike other personal selling texts the chapter also discusses sexual harassment in the workplace New For the Second Edition the authors have enhanced the text s real world focus by incorporating current research examples and cases from actual companies New New Personal Profiles focus on salespeople from diverse backgrounds demonstrating that there is no stereotypical profile of a successful salesperson Five of the profiles are new to this edition and include interviews with representatives from Beiersdorf DHL and Samsung In addition a specific salesperson is profiled in the core chapters to illustrate the personal selling process New To increase the text s visual appeal the Second Edition features a colorful contemporary design and new photographs in every chapter as well as five new icons that signal the following pedagogical features On the Frontlines It s Up to You From the Command Post Keeping Up Online and enhanced online content Updated The impact of technology requires today s sales professional to be more tech savvy than ever Chapter 2 The Dynamic Personal Selling Environment focuses on the empowerment of salespeople who use the latest technology in order to achieve customer satisfaction and loyalty With respect to the Internet the text covers the use of blogs pod casting screen sharing video conferencing and personalized e mails in the sales process All chapters conclude with a set of key terms chapter review questions topics for thought and class discussion new role play exercises new Internet research exercises projects for personal growth and a case An additional case is found online

Personal Selling R. Wayne Mondy, Shane R. Premeaux, James Ryland Young, 1998 PERSONAL SELLING FUNCTION THEORY AND PRACTICE 4TH introduces sales from a professional real world perspective The authors use their varied selling experiences and strong academic backgrounds to harmonize sound theory and successful practice Input from top marketing executives further brings key principles to light The text quickly delves to the heart of the effective sales process problem or need recognition and problem solving or need satisfaction Rather than teaching students how to sell using a standard sales presentation the authors clearly demonstrate the keys to identifying and meeting prospects individual needs The authors emphasize closing after the sale has been made The text s comprehensive approach gives instructors the option to cover or eliminate certain chapters or portions of chapters depending on the needs of the class No matter what the approach the essence of the successful sales process remains at the core of the text

Personal Selling Neels Van Heerden, Antonie Drotsky, 2018 The electronic age has brought many changes to the world of marketing and sales More people are communicating in cyberspace to access more information about products services and brands New methods of selling and communicating with customers are invented virtually on a daily basis And the extended use of social media is placing new demands on marketers sales managers and sales practitioners around the world Despite this upheaval retailers and marketers believe that personal selling 0 4 the age old art of person to person communication between a salesperson and a prospective customer is here to stay 0 4 although it should be adapted to incorporate technological developments In this fourth edition of Personal Selling the authors outline the key steps in the selling process that lead to a successful sale from prospecting for a sale to the follow

up once the sale has been completed In addition it explains the role and place of personal selling the impact it has on the economy and how it ties in with and supports marketing The importance of communication in the act of selling as well as different approaches and sales presentation methods are explained and clarified and a comprehensive discussion on how sales people should manage themselves and their time is included Publisher s description **Personal Selling** Robin Peterson,1978 **Personal Selling** Ronald B. Marks,1991 *Essentials of Personal Selling* Rolph E. Anderson,1995

Marketing Management S.H.H. Kazmi,2007 Marketing is of interest to students of marketing or marketers of tangibles or non tangibles **Modern Marketing (Principles and Practices)** R S N Pillai,2010-12 The revised and updated edition of the book Modern Marketing caters to the needs of students of marketing to meet the current difficult situations of business Nine new chapters have been added *Personal Selling Decisions (Classic Reprint)* David Bruce Montgomery,2018-02-15 Excerpt from Personal Selling Decisions In the previous three chapters of this book the marketing mix elements of advertising price and distribution have been considered One other major controllable marketing variable remains This is personal selling In spite of the fact that it is the largest single item in the marketing budgets of most firms personal selling continues to be an illusive and poorly understood element of the marketing program Only a small number of analytical or management science efforts have been reported during the past fifteen years However developments in marketing information systems and in the technical aspects of management science can be expected to expand both the need for and potential of management science approaches in this important marketing decision area Thus the time is ripe for an accelerated application and development of management science models in this rather neglected area of marketing management In this chapter attention will focus upon sales force decisions The major decision areas are structured in Figure 7 1 The first step in the decision process is to recognize the role of personal selling in the firm s total marketing program and to establish goals or criteria for use in sales force decision making After the criteria for the evaluation of decision alternatives have been specified a resource commitment to the personal selling effort must be established This total resource commitment involves setting the sales budget and determining the size of the sales force After a preliminary budget has been established the problem of allocating the sales resources must be attacked the sales effort must be allocated along three dimensions 1 customers 2 sales territories About the Publisher Forgotten Books publishes hundreds of thousands of rare and classic books Find more at www.forgottenbooks.com This book is a reproduction of an important historical work Forgotten Books uses state of the art technology to digitally reconstruct the work preserving the original format whilst repairing imperfections present in the aged copy In rare cases an imperfection in the original such as a blemish or missing page may be replicated in our edition We do however repair the vast majority of imperfections successfully any imperfections that remain are intentionally left to preserve the state of such historical works Principles of Marketing Philip Kotler,Gary Armstrong,2010 A comprehensive classic principles text organized around an innovative customer value framework Students

learn how to create customer value target the correct market and build customer relationships *International Marketing - SBPD Publications* Dr. Satish Kumar Saha, ,Anju Agarwal,2021-11-25 1 International Marketing Meaning Nature Scope and Barriers 2 International Marketing Environment 3 Identification and Selection of Foreign Market Entry Mode Decisions 4 International Product Planning 5 Product Life Cycle and New Product Development 6 Product Designing Standardisation Vs Adaptation 7 Branding and Trade Mark 8 Packaging and Labelling 9 Quality Issues and After Sales Services 10 International Pricing 11 International Price Quotation 12 International Payment Terms and Trade 13 Sales Promotion in International Marketing 14 International Advertising 15 Personal Selling Trade Fairs and Exhibitions 16 Channels of Distribution and Role of Middlemen 17 Foreign Sales Agent 18 Marketing Logistic Decision 19 Foreign Trade and Policy 20 Export Finance

Theoretical Developments in Marketing Charles W. Lamb, Jr.,Patrick M. Dunne,2011-10-15

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