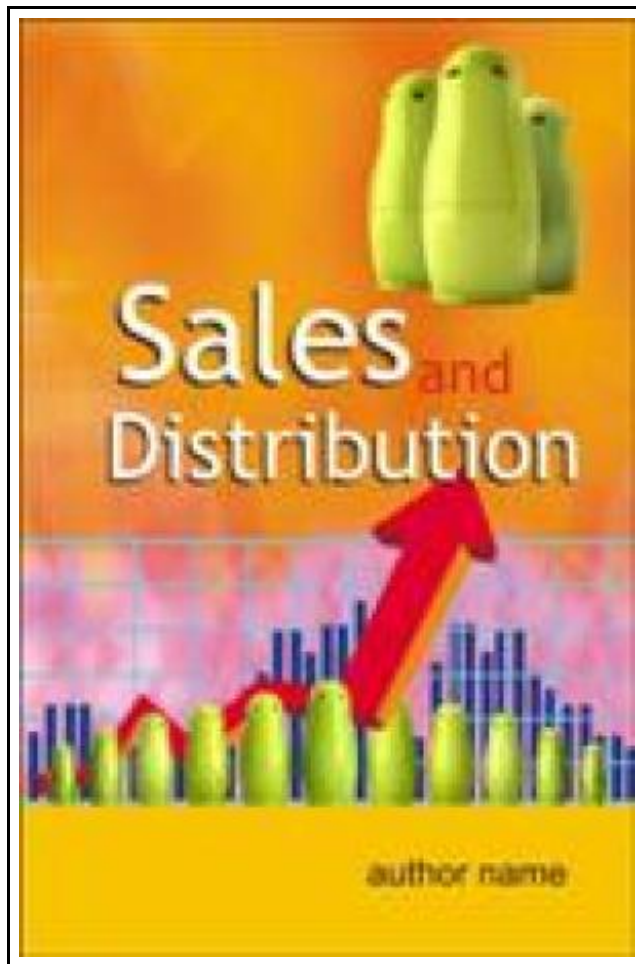


Sales And Distribution Management (Pb)



Filesize: 3.9 MB

Reviews

*Complete guide! Its this kind of very good read through. This is certainly for all who statte there was not a worthy of looking at. I am just quickly will get a delight of looking at a composed publication.
(Kacie Carroll)*

SALES AND DISTRIBUTION MANAGEMENT (PB)



2009. PaperBack. Book Condition: New. 297 This volume is a comprehensive textbook specially designed to meet the requirements of Management students specializing in sales and distribution. It highlights the major decision areas within sales and distribution and provides analytical models and approaches that will facilitate decision making. It gives an exposure to key concepts, theories and recent developments in sales and distribution and illustrates their applicability in tackling the challenges in business. Students shall find this Book extremely useful for its treatment of the sales organization, sales management, territory management, designing a distribution system and distribution management. About The Author:- Amar Jyoti, with seven years of experience in business management, he is presently associated with IGNOU since January 2005 as research associate. He has published various articles in educational magazines and journals. Contents:- Contents # Preface vii: 1. Introduction 1: Key Approaches in Sales Management: A Management Responsibility: Searching for an Edge: Summary: 2. Evolution of Sales Management 9: Management in the Round: Sales Management: The Last Ten Years: of Sales Management: Summary: 3. The Electronic Dimension 17: Some Dangers: Opportunities: Best Practice: Summary: 4. The Global Dimension 25: International Options: A Little Local Difficulty: Best Practice: Summary: 5. The State of the Art 31: Planning: Organizing: Staffing: Motivating: Control: Looking Ahead: Summary: 6. Sales & Distribution in Practice 47: Case 1: Case 2: Case 3: Horses for Courses: An Excellent Idea: 7. Key Concepts and Thinkers 55: Key Terminology: Customer Categorization: Key Thinkers: 8. Resources 65: Research: Journals: Films: Professional Bodies: Steps for Making: Sales Management to Work: 9. Significance of Communication 83: Listening Skills: The Theory Behind Communication Styles: The Four-: Quadrant System: Roles and Situations Affecting the Style: Working: With People with Different Styles: Strategies for Improving: Communications: Presentation Skills: vi Sales & Distribution Management: 10. Sales...



[Read Sales And Distribution Management \(Pb\) Online](#)



[Download PDF Sales And Distribution Management \(Pb\)](#)

You May Also Like



Angels Among Us: 52 Humorous and Inspirational Short Stories: Lifes Outtakes - Year 7

Publishing Inspiration. Paperback. Book Condition: New. This item is printed on demand. Paperback. 132 pages. Dimensions: 9.0in. x 6.0in. x 0.3in.52 Humorous And Inspirational Short Stories!52 humorous and inspirational short stories from year 7 of...

[Download eBook »](#)



By the Fire Volume 1

CreateSpace Independent Publishing Platform. Paperback. Book Condition: New. This item is printed on demand. Paperback. 130 pages. Dimensions: 9.0in. x 6.0in. x 0.3in.By the Fire is an exciting new Bi-Monthly publication featuring new works by...

[Download eBook »](#)



Tax Practice (2nd edition five-year higher vocational education and the accounting profession teaching the book)(Chinese Edition)

paperback. Book Condition: New. Ship out in 2 business day, And Fast shipping, Free Tracking number will be provided after the shipment.Pages Number: 282 Publisher: Higher Education Pub. Date :2009-01-01 version 2. This book is...

[Download eBook »](#)



Yearbook Volume 15

RareBooksClub. Paperback. Book Condition: New. This item is printed on demand. Paperback. 58 pages. Dimensions: 9.7in. x 7.4in. x 0.1in.This historic book may have numerous typos and missing text. Purchasers can usually download a free...

[Download eBook »](#)



How to Make a Free Website for Kids

Createspace, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Table of Contents Preface Chapter # 1: Benefits of Having a Website Chapter...

[Download eBook »](#)