

PERSONAL SELLING



Management Of The Personal Selling Function

Meenu Chandhok, Vaishali Jain

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Marketing Association,American Marketing Association. Educators' Conference,1983 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 *Methods of Retail Management* William E. Koch,1929 *Financial Management of the Marketing Function* Michael Schiff,Martin Mellman,1962

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