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been given so that students are required to use and understand analytical software ABC's of Relationship Selling through Service Charles M. Futrell, 2012-10-10 ABC s of Relationship Selling 12e trains readers on a specific yet generic step by step selling process that is universal in nature This edition presents a sales process or system in a logical sequence more than any other text in the market from planning and the approach to closing and follow up for exceptional customer service The goal of this text has always been to demonstrate to students the order of steps within the selling process provide numerous examples of what should be in each step and how the steps within the selling process interact with one another This market leader text brings a comfortable and familiar approach to the Selling discipline **Effective Selling and** Marketing Principles, Techniques & Practice Kerwin Mathew, 2014-03-23 DESCRIPTION OF BOOK This practical sales and marketing book is aimed at both the practitioners and the students It incorporates both sales and marketing principles and the author's own personal tips gleaned from his many years of sales and marketing work. This book is a must for every salesperson and businessman who is keen on improving his sales results keeping his customers happy and satisfied and maintaining customer loyalty Students taking marketing exams especially those who have to do case studies should find this book a boon for there are much practical ideas and the sales and marketing principles are presented in a simple style for easy assimilation and guick revision The book which is the author's second sales and marketing book is based on a number of sales and marketing courses which the author has conducted for sales personnel business practitioners and students Much practical tips on finance tax incentives and other aids which would be of interest to the businessman are found in the Appendix The author also shares his unique experiences and thoughts with the reader There is also a chapter on internet marketing which is apprently gaining greater importance Six actual marketing plans which had been implemented by the author previously and which contain some trade secrets are incorporated Unlike many sales and marketing authors the author walks his talk he enjoys selling and has been selling directly to his customers. The book is especially tailored for the busy business executive who has little or no time to attend sales and marketing courses but who wants to acquire the much needed knowledge and insights for getting his business going and flourishing Busy students sitting for the various sales and marketing exams conducted by the LCCI the Chartered Institute of Marketing the polytechnics the universities and the other institutions who are running short of time should find this simple practical book useful for quick revision The book has been adopted as a reference text by two professional bodies and has been commended ABOUT THE AUTHOR The author has been a salesman and marketer for many years He has also taught sales and marketing to sales personnel business people and students for many years He has published about 20 books two of which have been adopted as reference texts and commended by professional bodies and has been the editor of one book He has also published a number of important papers in research journals and has served on the faculty of an American research university as a professor He has received publicity from the press for some intellectual achievement **Principles and Practice of Selling and Sales**

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