



Personal Selling Advantages & Disadvantages



- 
- + Personalized Offer
 - + Building Relationships
 - + Direct Feedback
 - + Faster Results
 - + Control over Presenting Products or Services



- Time-Consuming
- Might be Expensive
- Resistance of some Customers
- Seems Less Effective
- Limited Reach

Personal Selling A Professional Approach 83sra Pub

Frank Brennan



Personal Selling A Professional Approach 83sra Pub:

Personal Selling Professional Approach I Brennan,1983-02-01 **Personal Selling** Frank Brennan,1983

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** 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

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