

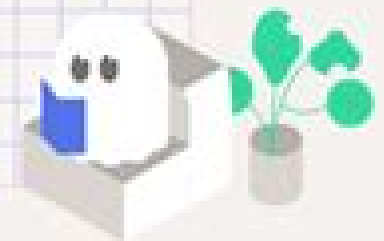
# Relationship vs. traditional selling

## RELATIONSHIP

- Focused on client retention.
- Constantly in contact.
- Long-term focus.
- Customer service is a priority.

## TRADITIONAL

- Focused on just a single sale.
- Few points of contact.
- Short-term focus.
- Less emphasis on customer service.



# Personal Selling A Relationship Approach

**Christian Homburg**



## **Personal Selling A Relationship Approach:**

**Personal Selling** Ron Marks, 2005-01-01 The role of personal selling A career in selling Toward professionalism the salesperson's legal and ethical responsibilities Buyer behavior Effective communication Beginning the relationship selling process Successful prospecting The approach Problem recognition The presentation Handling objections Sales negotiation building win win relationships The art of closing Retail selling a special type of selling Self management Sales force management Your first sales job selling yourself Personal Selling Ronald B. Marks, 1997 For courses in Introduction to Selling This widely adopted introduction to selling provides students not only with a solid background in concepts but with hands on experience through carefully structured integrated selling discussions under realistic conditions **MKTG4** Charles W. Lamb, Joseph F. Hair, Jr, Carl McDaniel, Jr., Jane Summers, Michael Gardiner, 2018-09-01 MKTG4 continues to offer a unique blended solution for lecturers and students in introductory marketing subjects in both University and Vocational sectors Continuing to pave a new way to both teach and learn MKTG4 is designed to truly connect with today's busy tech savvy student Students have access to online interactive quizzing videos flashcards games and more An accessible easy to read text with tear out review cards completes a package that helps students to learn important concepts faster Small and Medium Enterprises: Concepts, Methodologies, Tools, and Applications Management Association, Information Resources, 2013-04-30 This book provides a comprehensive collection of research on current technological developments and organizational perspectives on the scale of small and medium enterprises Provided by publisher *Grundlagen des Marketingmanagements* Christian Homburg, 2016-08-19 Der Leser erhält eine systematische Einführung in die Denkweisen Konzepte Methoden und Instrumente des Marketing Christian Homburg vermittelt Studierenden und Praktikern in anschaulicher und kompakter Weise die Grundlagen des Marketingmanagements Aufbau und Inhalt des Buches orientieren sich dabei an den sieben Perspektiven des Marketing In der 5. Auflage wurden alle Kapitel vollständig bearbeitet Dabei wurden neue internationale Forschungsergebnisse zahlreiche neue Praxisbeispiele sowie aktuelle Entwicklungen der Marketingforschung integriert Dieses Lehrbuch ist eine den speziellen Bedürfnissen des Anfängers angepasste Einführung in das Marketing Der griffig formulierte Lehrtext die anschaulichen Grafiken sowie die vielen anwendungsorientierten Rechen- und Praxisbeispiele garantieren effektives Lernen WISU Das Wirtschaftsstudium Enterprise Development in SMEs and Entrepreneurial Firms: Dynamic Processes Ndubisi, Nelson Oly, Nwankwo, Sonny, 2013-02-28 In order to increase the economic opportunities available enterprise development plays a crucial role in the progression of socio economic development for small and medium enterprises Enterprise Development in SMEs and Entrepreneurial Firms Dynamic Processes explores the process of enterprise development and its reconstruction of entrepreneurial identities critical competencies as well as market turnaround for SMEs This book aims to be a critical resource in the understanding of enterprise strategies adopted and lessons learned for management development It is a successful resource for students

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personal assessment tools for the reader to assess his her strengths and weaknesses Topics include those on ethics and communication styles      **Marketing** Michael R. Solomon,Elnora W. Stuart,2000 Introducing marketing from a real world practical perspective this text lets students see how people just like them are actually doing real marketing Case studies focus on companies where the answers are not clear cut      **Management of a Sales Force** William J. Stanton,Rosann L. Spiro,1999 Readers who want a practical real world approach to sales force management that intentionally avoids models and theoretical detail will find what they re looking for here With strong coverage of the human factors in sales management such as motivation staffing and leadership as well as 42 case studies that features situations faced by real life sales managers this book s innovation advice is ideal for current and future sales managers alike      **Administrative Side of Coaching** Richard Leonard,2008 Management concepts for coaches Internal program administration Marketing concepts External program administration and other business applications Special topics      **Real World Sales Strategies that Work** INSIGHT PUBLISHING,2003 Showcases the strategies insights and inspiration from 12 experts whose client list reads like a who s who in American business      *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      Marketing ,2000      **An Investigation of Buyer-seller Interaction** Jay Logan Laughlin,1991

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