

Personal Selling: Foundations, Process and Management

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Personal Selling Foundations Process And Management

Ben M. Enis



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Online-Kommunikationsverhalten von Multiplikatoren Michael Möller, 2011-11-01 Dr. Michael Möller untersucht persönlichkeitsspezifisch die Abgabe von Online-Kundenartikulationen und damit den Zusammenhang zwischen Persönlichkeitsstruktur und dessen Einfluss auf die Meinungsführerschaft in der Online-Umgebung.

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Global Business Camille Passler Schuster, Michael J. Copeland, 1996 Written for undergraduates graduate students and executives in training Global Business is a useful tool for anyone involved in business or government transactions with someone from another country The text offers a solid foundation for building a successful global strategy by showing how a business person can modify their approach and communication to be effective outside their own culture Can also be used as a supplement for an international business international marketing or business strategy policy course Since national and international diplomacy isn't the same as cutting a business deal this text is written from a business rather than diplomatic perspective Theory and examples are brought together equipping students to prepare themselves to analyze new situations Students are taught how to prepare before the sale or negotiation anticipate difficulties and develop appropriate contingency plans Guidelines and models used in the text illustrate the challenges of working across cultural boundaries to meet business objectives

Retailing, Principles & Practices Dale M. Lewison, M. Wayne DeLozier, 1982 *Selling Effectiveness* David M. Szymanski, 1987 Business , 1988 *National Union Catalog* , 1980 Includes entries for maps and atlases

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