

Personal Selling

Fresh Perspectives

This first edition of *Personal Selling: Fresh Perspectives* is aimed at first-year students studying towards Diplomas in Marketing and Retailing at higher educational institutions in South Africa. The book is also relevant for students studying towards other business-related qualifications such as the Diploma in Management, the Certificate in Sales Management, the Certificate in Marketing Communications Practice and the Diploma in Business Studies.

Written by South African authors at South African higher education institutions, *Personal Selling: Fresh Perspectives*, which discusses the fundamentals of sales in South Africa, is divided into four sections:

- Section A: The salesperson
- Section B: The customer
- Section C: The selling process
- Section D: Sales management

These four sections guide the reader through specific issues related to personal selling – including the attributes of a salesperson, ethical dilemmas faced by salespeople, cross-cultural selling, government tenders, and the increasingly tech-driven sales environment.

Personal Selling: Fresh Perspectives is an invaluable resource for all sales management students, lecturers and practitioners and is accompanied by supplementary resources such as Test Banks and PowerPoint slide summaries of each of the 10 chapters in the book.



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ISBN 978-0-207-00800-0

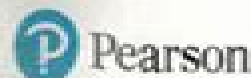


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Personal Selling
A Beginner's Guide to the World of Sales

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Contemporary Selling Mark W. Johnston, Greg W. Marshall, 2021-08-01 Contemporary Selling is the only book that combines full coverage of up to date personal selling processes with a straightforward look at sales management practices delivered in a way that students want to learn and instructors want to teach The overarching theme of the book is enabling salespeople to build relationships successfully and to create value with customers Johnston and Marshall have created a comprehensive holistic source of information about the selling function in modern organizations that links the process of selling what salespeople do with the process of managing salespeople what sales managers do A strong focus on the modern tools of selling such as customer relationship management CRM social media and technology enabled selling and sales analytics means the book continues to set the standard for the most up to date and student friendly selling book on the market today Pedagogical features include updated mini cases to engage students and reinforce learning objectives Ethical Dilemma and Global Connection boxes that simulate real world challenges faced by salespeople and their managers Role Play exercises that enable students to learn by doing and updated discussion queries to drive classroom discussion and help students connect important concepts This fully updated new edition is an invaluable resource for students of personal selling at both undergraduate and postgraduate levels Supplementary resources include an instructor s manual PowerPoint slides and other tools to provide additional support for students and instructors

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