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Personal Selling: Function, Theory and Practice

Young, James R.

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Personal Selling Function Theory And Practice

Harlan E. Spotts



Personal Selling Function Theory And Practice:

Personal Selling James Ryland Young, R. Wayne Mondy, 1982
Mondy, 1978-01-01 Kundenwünsche im persönlichen Verkauf Pakize Schuchert-Güler, 2013-07-02 Pakize Schuchert G ler entwickelt einen informationstheoretisch fundierten Ansatz zur Erkl rung des Erfolges von Verk ufern *Marketing* Heribert Meffert, Manfred Bruhn, Christoph Burmann, Manfred Kirchgeorg, 2013-08-13 Absatzwirtschaftliche Probleme der Untemehmung werden seit genau mer Zeit unter dem Aspekt einer bewuBt marktorientierten FÜhrung dis kutiert FÜR diese Betrachtungsweise hat sich auch an den deutschsprachi gen Hochschulen die angelsichsische Bezeichnung Marketing durchge setzl Davon zeugen zahlreiche Lehrprogramme im Grund und Haupt studbu Das vorliegende Lehrbuch Marketing wendet sich als Einfiihrung in die Absatzpolitik an Studierende des Grundstudiums Dementsprechend stehen begriffliche Klirungen sowie Grundtatbestinde und zusam menhinge der Absatztheorie und deren Anwendung in der Absatzpolitik im Vordergrund Der Aufbau des Buches folgt den zentralen Problemfel dem marktgerichteter Entscheidungen der Untemehmung Der erste Ab schnitt stellt die Elemente des Marketing in den Zusammenhang einer entscheidungs und systemorientierten Absatzpolitik Der zweite Tell be faBt sich mit den Verhaltens und Informationsgrundlagen der Marke tingentscheidung Ausgehend von den Erklärungsansitzen des Kiuferver haltens werden die grundlegenden Methoden der Marketingforschung so wie der Markt und Absatzprognose dargestellt Der dritte ausFührlich ste Teil des Buches ist der planmiBigen Beeinflussung des Marktes durch den zielgerechten Einsatz absatzpolitischer Instrumente der Unterneh mung gewidmet Aufbauend auf der Marktsegmentierung als Grundlage einer differenzierten Absatzpolitik werden kontrahierungspolitische pro dukt und sortimentspolitische distributions und kommunikationspoliti sche Entscheidungen erortert Dem Tatbestand daB diese Entscheidun gen in arbeitsteiligen Systemen koordiniert zu vollziehen sind trigt der vierte Abschnitt Rechnung 1m Mittelpunkt stehen die Planung Organisa tion und Kontrolle der absatzwirtschaftlichen Aktivitiiten Die Stoffulle auf dem Gebiet des Marketing ist in den letzten J ahren er heblich angewachsen und mit dem Sortiment eines Warenhauses ver gleichbar *Perspektiven des Dienstleistungsmanagements* Stefan Roth, Chris Horbel, Bastian Popp, 2020-03-31 Dieses Buch spiegelt die vielf ltigen Aspekte des Dienstleistungsmanagements wider Gleichzeitig ist es ein Ausdruck der verschiedenen Forschungs und Praxisfelder die sich unter dem Dach des Dienstleistungsmanagements vereinen 43 Beitr ge renommierter Experten aus Wissenschaft und Praxis werden sieben bergeordneten Perspektiven zugeordnet Aus einer Generellen Perspektive erl uthen die Autoren zuk nftige Entwicklungen des Dienstleistungsmanagements vor dem Hintergrund aktueller Trends wie z B dem Vormarsch der Digitalisierung globaler Plattformen und der Netzwerkorientierung Eine Analyse aktueller wie z B Co Creation Service kosysteme und Engagement Plattformen und traditioneller Themen wie z B Einzelhandelsgutachten in der Standortplanung der Dienstleistungsforschung erfolgt im Teil Theoretische Perspektive Die Funktionale Perspektive widmet sich unterschiedlichsten Fragestellungen zu

spezifischen Unternehmensfunktionen wie z B Management negativer Kundenemotionen Sortimentsplanung Dienstleistungsprogramme in Zeiten der Digitalisierung sowie Sponsoring und Positionierung im Sport Zudem werden kundenseitige Wertschöpfungsaktivitäten Co Creation und Wertorientierung im Verkauf und die Glaubwürdigkeit von Umweltaudits diskutiert Aus Institutioneller Perspektive werden Fragestellungen zu Handel zur Sportbranche zu Medienunternehmen und zu Non Profit Organisationen betrachtet Die Beiträge im Teil Technologische Perspektive stellen neue Technologien vor u a Shopping Apps Conversational Agents und digitale Plattformen und erläutern deren Auswirkungen auf unterschiedliche Dienstleistungsbranchen und den Trend zur Sharing Economy Aus Rechtlicher Perspektive werden z B die kartellrechtskonforme Gestaltung der Zentralvermarktung im Sport und die Abschlussprüfung als Element der Corporate Governance erläutert und Transferzahlungen im Profisport bzw Kundenbindungsprogramme im Jahresabschluss diskutiert Mit eigenen Erfahrungen aus unterschiedlichen Dienstleistungsbranchen u a den Gesundheitswissenschaften dem Bildungsbereich und der Finanzdienstleistungsbranche runden die Autoren diesen Herausgeberband mit einer Praktischen Perspektive ab Die Herausgeber Professor Dr Stefan Roth ist Inhaber des Lehrstuhls für Marketing an der Technischen Universität Kaiserslautern Dr habil Chris Horbel ist Associate Professor am Department of Sport and Social Sciences an der Norwegian School of Sport Sciences Oslo Norwegen Professor Dr Bastian Popp ist Professor für Betriebswirtschaftslehre insbesondere Handelsmanagement Er ist Direktor des Instituts für Handel Internationales Marketing H I MA sowie Direktor des Europa Instituts Sektion Wirtschaftswissenschaft an der Universität des Saarlandes in Saarbrücken

Proceedings of the 1983 Academy of Marketing Science (AMS) Annual Conference John C. Rogers III, William A. Dempsey, Charles W. Lamb, Jr., Dale M. Lewison, Patrick L. Shul, Saraswati P. Singh, 2015-06-26 This volume includes the full proceedings from the 1983 Academy of Marketing Science AMS Annual Conference held in Miami Florida It provides a variety of quality research in the fields of marketing theory and practice in areas such as consumer behaviour marketing history marketing management marketing education industrial marketing and international marketing among others Founded in 1971 the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory research and practice Among its services to members and the community at large the Academy offers conferences congresses and symposia that attract delegates from around the world Presentations from these events are published in this Proceedings series which offers a comprehensive archive of volumes reflecting the evolution of the field Volumes deliver cutting edge research and insights complimenting the Academy's flagship journals the Journal of the Academy of Marketing Science JAMS and AMS Review Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science

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