

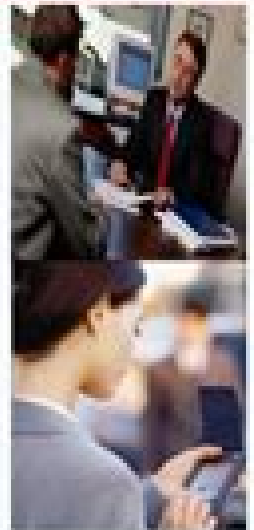
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CHAPTER 6

PRODUCT-SELLING STRATEGIES THAT ADD VALUE



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Ying-Ying Zheng



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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 Management in the Hospitality Industry** Robert D. Reid, David C. Bojanic, 2018 *Selling Today* Gerald L. Manning, Barry L. Reece, 1987 Teaching and Learning in an Era of Change, 1997 *American Book Publishing Record*, 1995 **Agricultural Services Curriculum Guide**, 1982 *Insurance Curriculum Guide*, 1982 Recording for the Blind & Dyslexic, ... Catalog of Books, 1996 The American Reports Isaac Grant Thompson, 1887 *The American Reports* Isaac Grant Thompson, Irving Browne, 1887 Gestión de la venta personal y de equipos comerciales ROMÁN NICOLAS, SERGIO, KÜSTER BOLUDA, INES, 2014-06-16 El proceso de la venta personal y la gestión de la fuerza de ventas constituyen uno de los pilares fundamentales para el éxito comercial de las empresas en la actualidad La labor comercial está ampliamente extendida en nuestra sociedad con gran cantidad de personas dedicándose a esta actividad y con innumerables ofertas de trabajo que aparecen cada día en los principales portales de búsqueda de empleo Gestión de la venta personal y de equipos comerciales proporciona al lector una visión integral se incluyen tanto las actividades que debe realizar el vendedor individual como las que lleva a cabo el director jefe de ventas para gestionar a su equipo actualizada se recogen las últimas tendencias en los temas tratados con especial hincapié en las nuevas tecnologías y la venta en mercados internacionales y equilibrada se dirige tanto a un público académico como profesional de la venta personal y la dirección de ventas Cada capítulo se presenta con la descripción de una breve situación empresarial relacionada con los aspectos que van a ser explicados a continuación Se emplean asimismo diversos ejemplos y situaciones reales y fáciles de entender Estos ejemplos se complementan con los últimos resultados de las investigaciones científicas nacionales e internacionales en el área de la venta personal y la dirección de ventas Para ayudar al lector a afianzar los distintos conceptos tratados al finalizar cada capítulo se plantean varios ejercicios de aplicación y casos prácticos La metodología utilizada y la cantidad y calidad de contenidos y actividades convierten este libro en una herramienta imprescindible para el estudio de la gestión de la venta personal y de equipos comerciales Sergio Román es Profesor Titular de Universidad en el Departamento de Comercialización e Investigación de Mercados de la Universidad de Murcia y cuenta con una amplia experiencia como asesor en gestión de equipos comerciales Sus investigaciones han recibido diversos premios y ha publicado en revistas como Journal of the Academy of Marketing Science Inés Küster es Catedrática de Universidad del Departamento de Comercialización e Investigación de Mercados de la Universidad de Valencia y asesora y consultora de empresas Sus campos de especialización son el marketing estratégico la

venta y direcci n de ventas y el turismo Es autora de diversos libros y art culos en publicaciones tanto nacionales como internacionales Ha recibido diversos premios y reconocimientos a su trayectoria The Sporting review, ed. by 'Craven'.

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