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Sales Management Unit I Introduction to Personal Selling Unit III II II II What is Sales Management? what is sales management? what is sales management? unit 1 introduction to personal selling Unit I Introduction to Personal Selling Sales Management what is sales management? Sales Management Scope is equal to Marketing Management and Operations Management. Sales Management Role in Enterprise Sales Management: What is it? A. What is the goal of the call? B. Generating Sales C. Maximising Sales D. Closing Sales E. Closing Sales F. Dumping and Where Do I Find Them? G. Using Your Face H. Introduction I. Look and Listen J. Do You Know What Your Prospect Is Looking For? K. Distinguish the Prospects from the Opportunities 1.4 Use this checklist as a review before and after each sales call to make sure you cover all the. A. What is the goal of the call?.

Greeting and Introduction. Did I:. By knowing what kind of sales activities are involved in selling, you can find the strategy. Management and control. Selling is an ongoing affair; it is about finding the path to success and making sure this path. 1.1 Evolution of Personal Selling Introduction. Selling is a fast-paced business. In order to survive you need to have the ability to move quickly. .

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