

12th Edition
Fundamentals of Selling



Fundamentals of SELLING

Qualifications for Sales through Technology



12e

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Fundamentals Of Selling 13 Edition Futrell Isbn

Charles Futrell



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Fundamentals of selling Charles Futrell, 2003-03-05 This work develops contemporary themes such as relationship selling and technology It includes end of chapter case material career profiles summaries of major selling issues sales application questions and further exploring the sales world exercises **Fundamentals of Selling** Charles M. Futrell, 1999 Futrell's pragmatic approach pulled from his own experiences as a sales professional emphasizes real world approaches to selling Global and non traditional selling situations like business to business and small business exchanges are featured along with coverage of the impact of new technologies including the Internet on the selling environment New experiential exercises at the end of each chapter challenge the reader to apply the selling concepts just covered Books in Print, 1994 *ABC's of Relationship Selling* Charles Futrell, 2000 No matter what career the student pursues selling skills will always be an asset and will enhance communications skills This inexpensive text is one the students keep after the class is over and they use it as a resource in the business world ABC's of Relationship Selling is written by a sales person turned teacher and so it is filled with practical tips and business examples ABC's of Relationship Selling is an affordable brief paperback It is perfect for a selling course where a brief book is preferred Professors who spend considerable time on other resources and projects will appreciate the brief format Schools that do not offer a separate selling course may find this short paperback a nice addition in a sales management course **American Book Publishing Record**, 2007 **Books in Print Supplement**, 2002

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