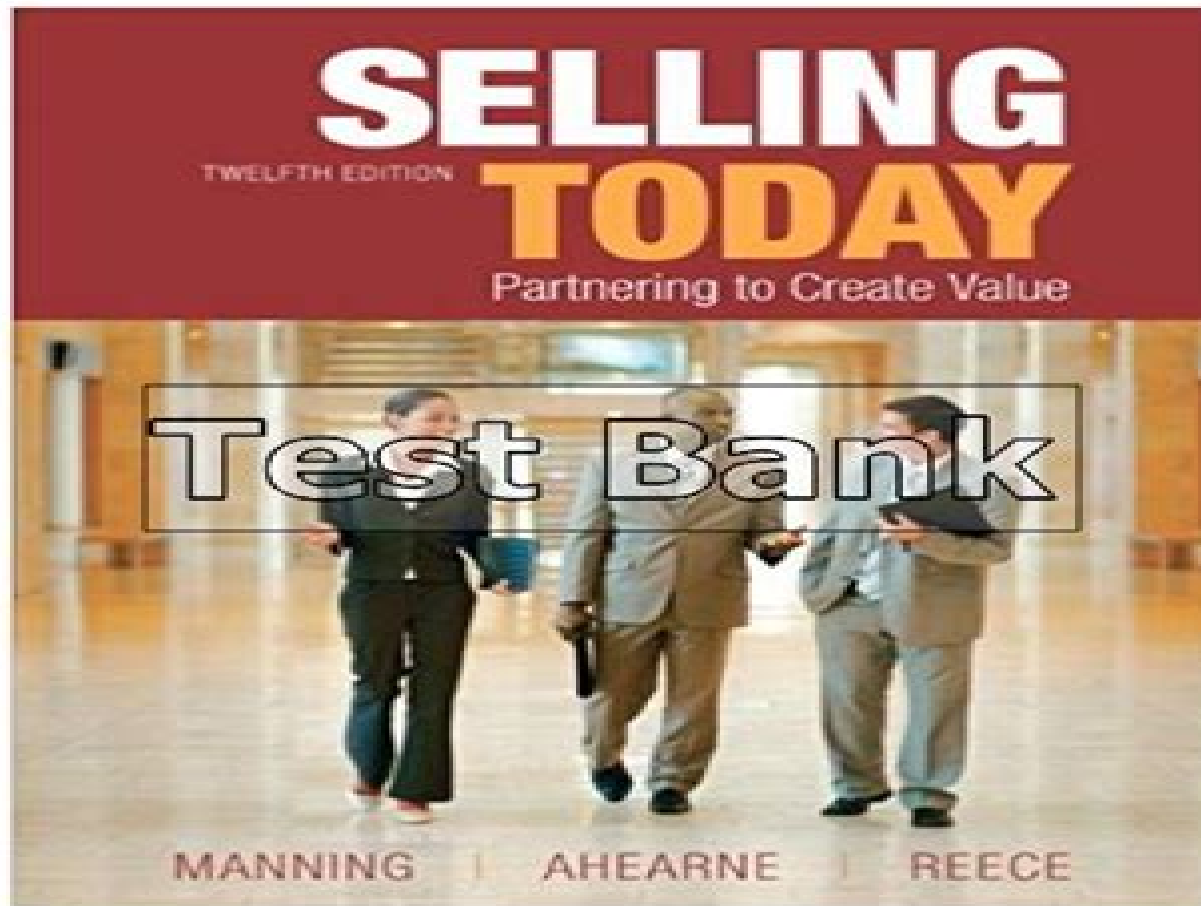


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*Personal Selling* M. C. Cant, C. H. van Heerden, 2005-09 Outlining 10 steps in the personal selling process from prospecting for new business to closing a deal this guide explains the art of the sale The importance of listening to customers clarifying 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 *United Services and Empire Review*, 1912 Comparison-Shopping Services and Agent Designs Wan, Yun, 2009-04-30 This book investigates the effects of the evolution of comparison shopping techniques and processes with the ready availability of online resources over the past few years Provided by publisher **Agribusiness Management** Freddie L. Barnard, John Foltz, Elizabeth A. Yeager, 2016-03-10 Today s food and agribusiness managers operate in a rapidly changing highly volatile international high technology consumer focused world Agribusiness Management helps prepare students and managers for a successful career in this new world of food and fiber production and marketing This text uses four specific approaches to help readers develop and enhance their capabilities as agribusiness managers First it offers a contemporary focus that reflects the issues that agribusiness managers face today and are likely to face tomorrow Second the book presents conceptual material in a pragmatic way with illustrations and examples that will help the reader understand how a specific concept works in practice Third the book has a decision making emphasis providing contemporary tools that readers will find useful when making decisions in the contemporary business environment Finally Agribusiness Management offers a pertinent set of discussion questions and case studies that will allow the reader to apply the material covered in real world situations

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