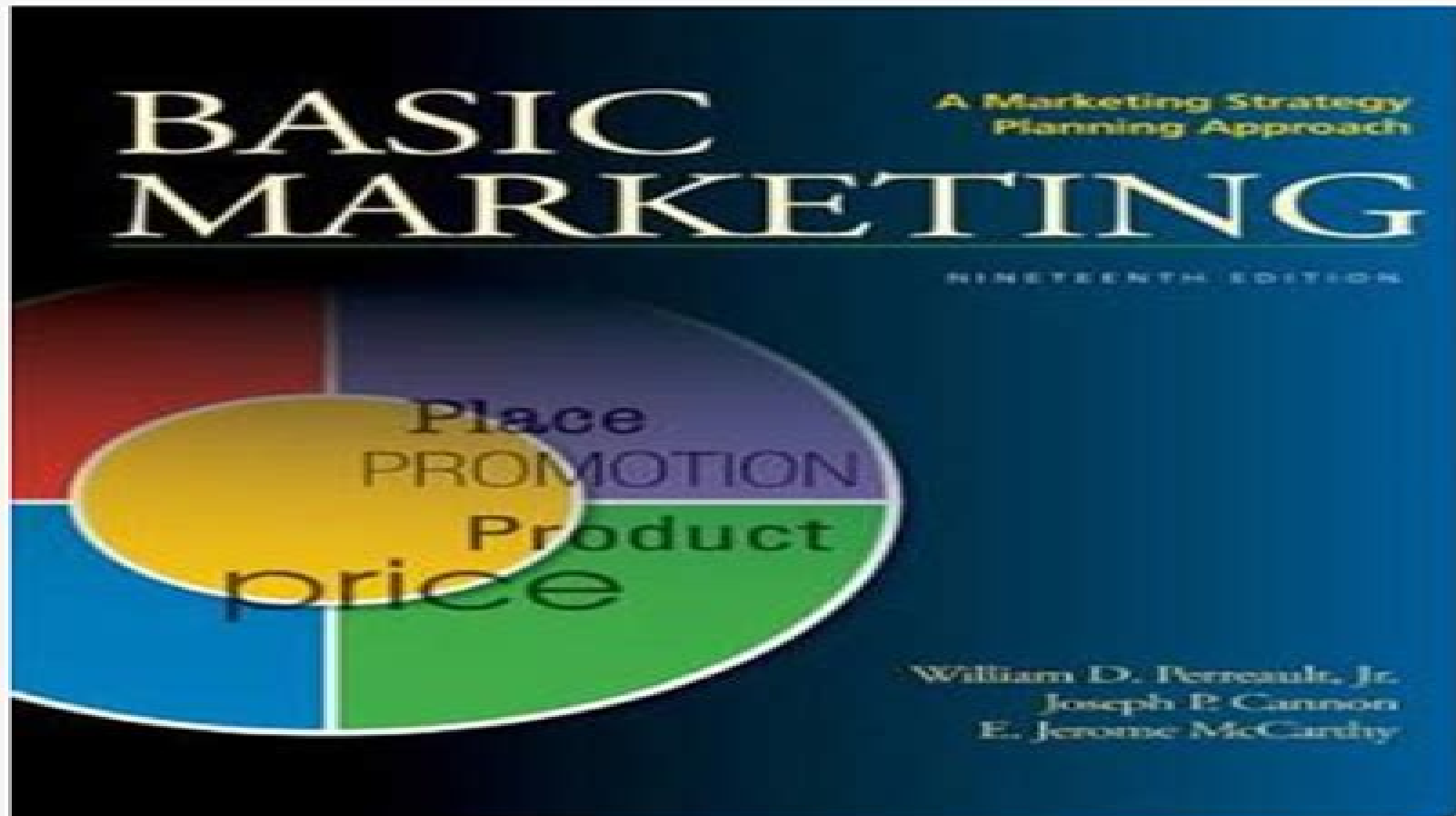


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Selling and Sales Management David Jobber,Geoffrey Lancaster,Kenneth Le Meunier-FitzHugh,2019 This new edition comes fully updated with new case studies using working businesses to connect sales theory to the practical implications of selling in a modern environment It also contains the results from cutting edge research that differentiates it from most of its competitors The book continues to place emphasis on global aspects of selling and sales management Topics covered include technological applications of selling and sales management ethics of selling and sales management systems selling and a comprehensive coverage of key account management

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COVID-19 and the Hospitality and Tourism Industry Gursoy, Dogan, Sarıışık, Mehmet, Nunkoo, Robin, Boğan, Erhan, 2021-09-14 Offering a comprehensive understanding of the implications of the COVID 19 pandemic for the tourism and hospitality industry this book discusses the topic from economic sociological and psychological perspectives Critical case studies are used to explore both micro impacts on individuals involved in the industry and governmental and international responses to issues posed by the pandemic more broadly *Basic marketing* William D. Perreault, Edmund Jerome McCarthy, 1996

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