

# Sell 3rd Edition Ingram

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## Sell 3rd Edition Ingram

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Chapter 2—Building Trust and Sales Ethics MULTIPLE CHOICE 1 LaTasha is a purchasing agent for a large construction company Jeff is a salesperson for a building materials company and has been calling unsuccessfully on LaTasha for several weeks

### **Chapter 2 Building Trust and Sales Ethics**

Chapter 2<sup>2</sup> Building Trust and Sales Ethics MULTIPLE CHOICE 1 LaTasha is a purchasing agent for a large construction company Jeff is a salesperson for a building materials company and has been calling unsuccessfully on LaTasha for several weeks LaTasha likes Jeff and believes he is selling a ...

### **Chapter Two — Building Trust and Sales Ethics**

Chapter Two — Building Trust and Sales Ethics Learning Outcomes 1 Explain what trust is 2 Explain why trust is important 3 Understand how to earn trust

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Some suggestions include: a thank you card/letter/email, a follow-up phone call, a follow-up visit, or some other small but significant act not only thanking the customer ...

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Sales Force Management David Jobber is an internationally recognised marketing academic and is Professor of Marketing at the University of Bradford School of Management Before joining the faculty at the School of Management, he worked in sales and marketing for the TI Group and was Senior Lecturer in Marketing at Huddersfield

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Syllabus for MKT 346—Personal Selling 3 Credit Hours Fall 2014 I COURSE DESCRIPTION This course is designed to increase the expertise of the

student in the area of sales and market development The course also teaches how to make a sale and how to close a deal, both of which require application of knowledge and communication skills

**Tuesday October 9 , 2012 1:30 - 3:00 p.m. Lake Worth Campus**

1 CLUSTER AGENDA Business/Financial Services/Hospitality Management/Office and Paralegal Cluster Tuesday October 9 th, 2012 1:30 - 3:00 pm  
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