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by providing foundational knowledge about how the sales force works It reveals the gears and levers that actually control sales results It adds clarity to things that you intuitively know and provides insight into things that you don't It will change the way you manage your sellers from day to day as well as the results you get from year to year **Sales Management - 3ed** Jeff Tanner, Bob Erffmeyer, Robert Erffmeyer, Early Honeycutt, Andrea Dixon, Emily Tanner, Lenita Davis, 2021-10 The emphasis of this textbook is on how sales management gets done You will find contemporary materials in the content and application exercises such as in the end of chapter questions role plays caselets and cases We developed the instructor materials in such a way that they facilitate how instructors teach the content using various modes e.g. face to face online or hybrid models To reflect the textbook's new organization we provided an overview of the sales function and the role it plays in a firm's overall strategy and discuss industry priorities e.g. lead generation and cross selling We expanded our content related to B2B sales and discuss the different roles salespeople play within those channels In addition to introducing traditional leadership approaches we refocused Chapter 2 on leadership development early in one's career and introduced the emergent leadership approach Sales Management Tanner, 2009-09 **Sales Management** , 1965

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