



Sales And Distribution Management, Tapan K. Panda, Tapan Kumar Panda, Sunil Sahadev, Oxford University Press, Incorporated, 2005, 0195673905, 9780195673906, 698 pages. Sales and Distribution Management is a composite and comprehensive textbook specially designed to meet the requirements of MBA students specializing in marketing. Users shall find this book highly useful for its coverage of sales and sales force management, the sales organisation and territory management, designing a distribution system and distribution management - explained through caselets, diagrams, flowcharts and numerous examples from the Indian context..

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Supply Chain and Distribution Management , Rakowski, Cheuk Yin Tang, Kammala, 2010, Business logistics, 52 pages. This assignment will explore various aspects of an efficient Supply Chain and Distribution Management System. The authors believe that after reading this work, a company knows

Managing Your Sales Force A Motivational Approach, Pingali Venugopal, Jul 5, 2006, Business & Economics, 184 pages. This book highlights the importance of the salesperson in an organization and approaches the sales management function from the motivational dimension. Restoring the lost

Sales Management In the Indian Perspective, Vaswar Das Gupta, Feb 1, 2004, , 236 pages. .

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Sales Management: Decision Strategy And Cases, 5/E , Still, Still Richard R, 2011, Sales management, 654 pages. .

Contemporary Marketing The Changing Face of Marketing in 21st Century, Tapan Kumar Panda, 2006, Marketing, 236 pages. This book presents marketing as an ever-evolving management discipline. Here, the reader traverses the path of evolution of marketing, marriage of marketing with IT and a

Sales and Distribution Management , Bholanath Dutta, Jan 1, 2011, , 192 pages. Sales management is attainment of an organization's sales goals in an effective and efficient manner through planning, staffing, training, leading and controlling

Advertising Mangement , Jaishri N. Jethwaney, Shruti Jain, May 5, 2006, , 716 pages. Advertising Management is a comprehensive textbook specially designed to meet the needs of management students. The book explores the core concepts of advertising management

Sales Management , C.L. Tyagi, Arun Kumar, Jan 1, 2004, , 424 pages. The Textbook Is Primarily Written For Students Pursuing Sales Management As A Main Or As An Optional Paper In Marketing Course. The Book Covers Syllabus Of B.B.A., M.B.A. And P

Book promotion, sales and distribution a management training course, Book House Training Centre, 1991, Language Arts & Disciplines, 166 pages. .

Sales Management , Tanner Jeff, Sep 1, 2009, Sales management, 464 pages. .

Letters, Summer 1926 Boris Leonidovich Pasternak, Marina Tsvetayeva, Rainer Maria Rilke, E. V. Pasternak, 2001, Biography & Autobiography, 378 pages. Edited by Yevgeny Pasternak, Yelena Pasternak, and Konstantin M. Azadovsky The summer of 1926 was a time of trouble and uncertainty for each of the three poets whose

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Security Analysis And Portfolio Management, 1E , Punithavathy Pandian, Nov 1, 2009, , 464 pages.

The Making of a Name The Inside Story of the Brands We Buy, Steve Rivkin, Fraser Sutherland, 2004, Business & Economics, 275 pages. In this insightful look at brand names, the authors explain how they differ from other names and how they can spell the difference between bankruptcy and marketplace triumph..

SALES & DISTRIBUTION MGMT - TEXT & CASES , HAVALDAR, , , . The primary aim of the book is to provide students of management with a firm foundation for understanding all the main components of sales and distribution management. The book

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