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Sales Force Management Joseph F. Hair, Jr.,Rolph Anderson,Rajiv Mehta,Barry Babin,2020-09-16 The second edition of Sales Force Management prepares students for professional success in the field Focused on the areas of customer loyalty customer relationship management and sales technology this practical resource integrates selling and sales management while highlighting the importance of teamwork in any sales and marketing organization The text presents core concepts using a comprehensive pedagogical framework featuring real world case studies illustrative examples and innovative exercises designed to facilitate a deeper understanding of sales management challenges and to develop stronger sales management skills Supported with a variety of essential ancillary resources for instructors and students Sales Force

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Addressing Gaps and Advancing Scholarship in the Study of Psychological Contracts Sarah Banks,Yannick Griep,Samantha D. Hansen,2024-08-09 This book acknowledges the significant changes in the context and contours of the traditional employee employer relationship over the last several decades and highlights the emergence of exciting new directions for the study of psychological contracts PC New technologies and emergent forms of work are extending the temporal and spatial boundaries of employment such as through the rise of the shared economy and gig workers uptake of virtual work and flexible work arrangements and the use of off site co working spaces Technology use now permeates many aspects of jobs supported by artificial intelligence and machine learning technology Factors that motivate work are also changing as new generations of employees embrace their callings and organizations increasingly recognize their responsibilities to society and to employee wellbeing These changes are altering the traditional employer employee relationship and are key motivators of this volume The chapters in this volume chart new directions for PC research over the next decade by widening the theoretical and methodological lenses used to explore PC processes This book will be valuable to advanced students researchers and practitioners in organizational psychology organization studies workplace training and human resource management as well as those interested in improved performance of people and organizations The chapters in this book were originally published as a special issue of the European Journal of Work and Organizational Psychology

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