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Sep 23, 2019 — personal selling is the promotional activity carried out by companies or sellers in which they present their product or service to a prospective ... by H Sadek · Cited by 5 — communication tool in the banking sector "the personal selling", 5 CBBE ... A quota sampling technique was used, which is a type of non-probability sampling. ... http://www.banquemisr.com/sites/EngBM/PDF/Balance%20Sheet%202012.pdf. · Reprint: R0607M Traditional, high-pressure selling techniques were intended to ... Attention will be confined to personal selling; that is, selling by salesmen, and ... to Sell More, Earn More, and Become the Ultimate Sales Machine Ryan Serhant ... The .... by HT Yi · 2021 — equation modelling technique. The study finds that both types of sales-related capabilities (salesforce management capabilities and personal ...

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