

There are three types of general approaches to selling.
Five

A sales territory is the specific portion of a firm's total physical market that is assigned to a certain salesman.

Cultural norms and values is a type of sales force motivation.

Salary plus group bonus is a type of compensation combination.

Reducing selling expenses is one of the reasons why firms have sales territories.

A straight salary is a type of compensation usually received at the end of the selling period recognized by the firm and the sales person.

There are four processes that can be used to control salespeople.

Sales incentives are used to assist salespeople to sell a product/service.

There are seven steps in the selling process.

A typical sales budget will contain the revenue and expenditure sides.