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American Bookseller 1993

Studyguide for Sell by Ingram, Thomas N. ,

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The Publishers' Circular and Booksellers' Record 1924

Hoover's Handbook of Private Companies 1998

Hoover's, Incorporated 1998 Hoover's Handbook of Private Companies covers 714 nonpublic U.S. enterprises with revenues in excess of \$600 million, including large industrial & service corporations like UPS & Goldman Sachs; hospitals & health care organizations such as Blue Cross; charitable & membership organizations including the Ford Foundation; mutual & cooperative organizations such as IGA; joint ventures such as Caltex; government-owned corporations such as the United States Postal Service; & major university systems, including The University of Texas System. This book features 210 in-depth Hoover's profiles (similar to those shown on pages 2-3) plus 504 shorter entries (as illustrated below). Company logos are shown for many of the profiled companies. Hoover's Handbook of Private Companies also includes lists of companies ranked by sales & by number of employees, plus Inc.'s list of fastest-growing private companies. It is indexed by headquarters location & industry, & by the people, companies & brand names mentioned in the profiles.

7 Costly Mistakes When Choosing a Publisher

Jenn Foster 2022-09-28 You've written a book and you're ready to get it published. But where do you start? How do you find the right publisher? And once you've found one, how do you make sure you don't make any costly mistakes? Thankfully, help is on hand from

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Hoover's Handbook of Private Companies

1999-03 This guide presents hard-to-locate information about the top private companies in the US. This edition includes basic profiles of the largest 500 non-public enterprises in the US: in-depth profiles of 250 top private companies in the US; and indexes by location, industry and people, and products. Each of the basic profiles contains a brief overview of the company operations, lists of products, key competitors, the latest sales and employment figures, executives' names, headquarters addresses, and phone and fax numbers.

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Reluctant Capitalists Laura J. Miller 2008-09-15

Over the past half-century, bookselling, like many retail industries, has evolved from an arena dominated by independent bookstores to one in which chain stores have significant

market share. And as in other areas of retail, this transformation has often been a less-than-smooth process. This has been especially pronounced in bookselling, argues Laura J. Miller, because more than most other consumer goods, books are the focus of passionate debate. What drives that debate? And why do so many people believe that bookselling should be immune to questions of profit? In *Reluctant Capitalists*, Miller looks at a century of book retailing, demonstrating that the independent/chain dynamic is not entirely new. It began one hundred years ago when department stores began selling books, continued through the 1960s with the emergence of national chain stores, and exploded with the formation of "superstores" in the 1990s. The advent of the Internet has further spurred tremendous changes in how booksellers approach their business. All of these changes have met resistance from book professionals and readers who believe that the book business should somehow be "above" market forces and instead embrace more noble priorities. Miller uses interviews with bookstore customers and members of the book industry to explain why books evoke such distinct and heated reactions. She reveals why customers have such fierce loyalty to certain bookstores and why they identify so strongly with different types of books. In the process, she also teases out the meanings of retailing and consumption in American culture at large, underscoring her point that any type of consumer behavior is inevitably political, with consequences for communities as well as commercial institutions.

Hoover's Handbook of Private Companies 2010
Hoover's Business Press 2010 Hoover's Handbook of Private Companies covers 900 nonpublic U.S. enterprises including large industrial and service corporations.

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Hoover's Handbook of Private Companies, 2002
Hoover's, Incorporated 2002 Profiles of major U.S. private enterprises.

Sell Thomas N. Ingram 2015 "SELL 4 employs a comprehensive coverage of contemporary professional selling in an interesting and challenging manner. Including relational consultative selling, the text is organized on a more contemporary relationship-selling process that the author team has tested in, and developed for, major selling organizations."--
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Professional Selling Thomas N. Ingram 2004 This text provides comprehensive coverage of contemporary professional selling by integrating recent sales research with leading personal selling practices. Professional Selling's chapters can be mixed and matched with sales management chapters from Ingram's Sales Management, Fifth Edition to create an outstanding customized sales course. This highly experienced author team draws on their industry and academic experience to blend the most recent research findings with illustrated best practices in professional selling.

The Bookseller and the Stationery Trades' Journal 1927

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