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B. personal selling. any form of direct contact occurring between a salesperson & a customer.

business-to-business selling. takes place in a manufacturer's or wholesaler's showroom (inside sales) or a customer's place of business (outside sales)

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telemarketing. the process of selling over the telephone.

Quia - Marketing Essentials - Chapter 12 - Preparing for ...  
Graphic Organizer. 1Distribution is the process of getting goods and services to customers.



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2 Financing is getting the money that is necessary for setting up and running a business.

3 Marketing information management is gathering and analyzing information about consumers, trends, and competitors' products.

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Chapter 13 Marketing in Today's World

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recommendation of a marketing strategy and the implementation of the desired strategy. Marketing Essentials is ideal for use on introductory marketing modules at both undergraduate and MBA level.

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