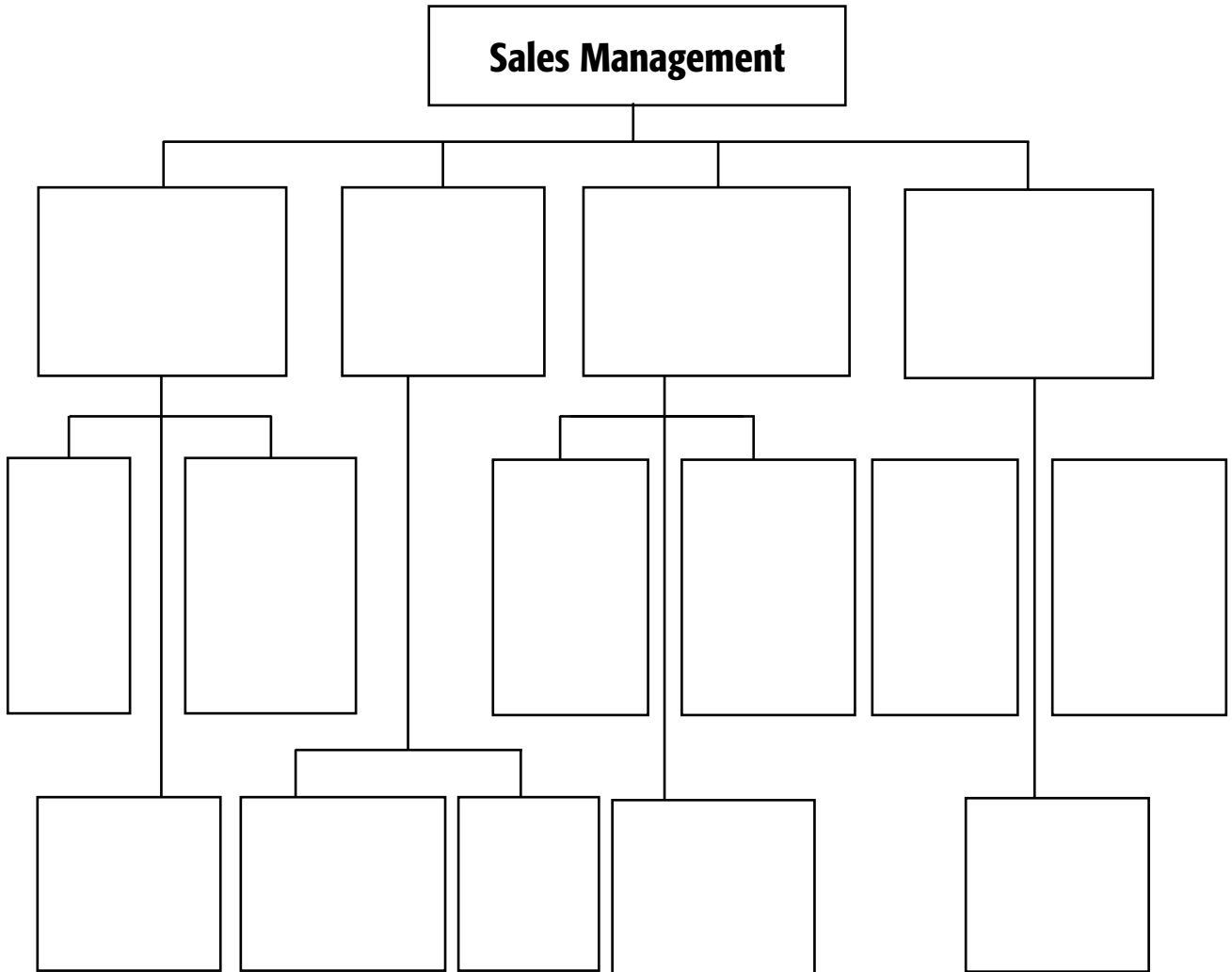


Chapter 12 Selling Overview

Sales Management

Directions Use this graphic organizer to name the four topics covered under Sales Management and the issues related to each topic.

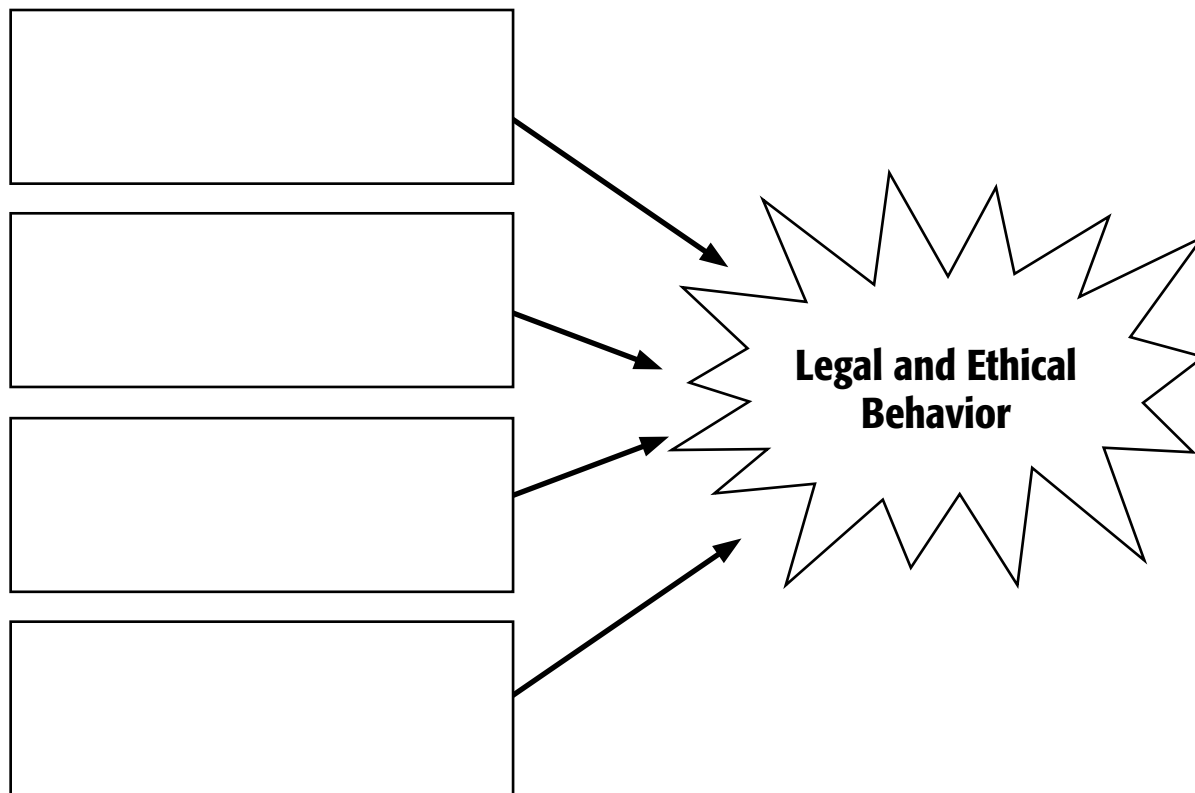


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Chapter 12 Selling Overview

Legal and Ethical Behavior

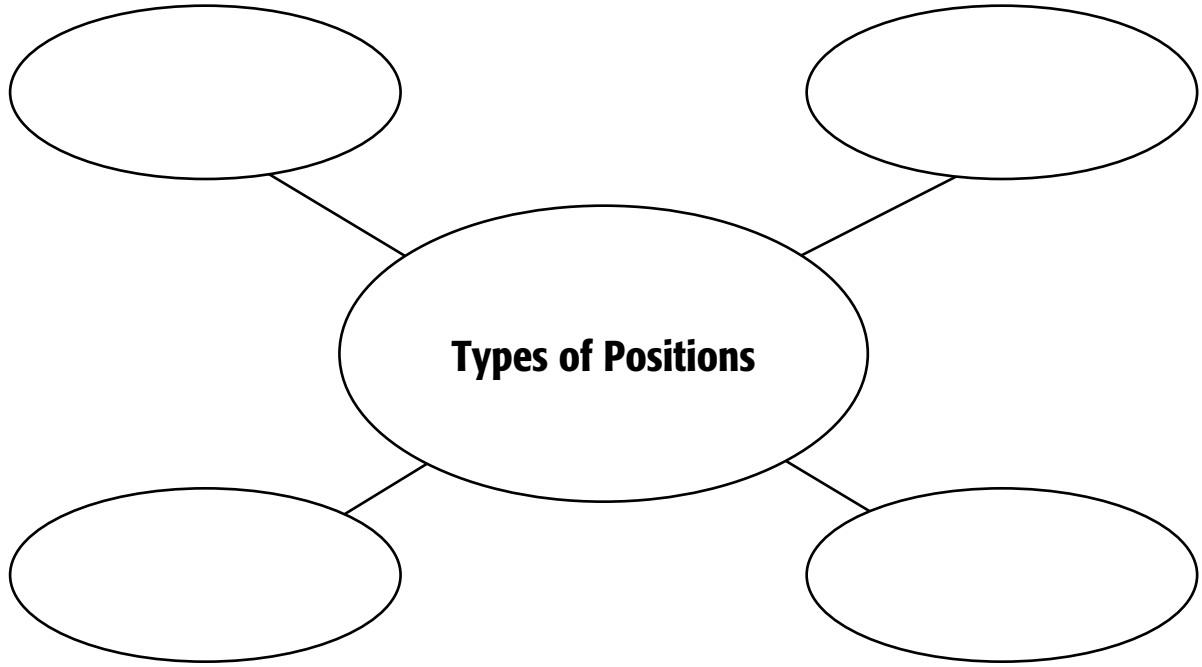
Directions Use this graphic organizer to suggest examples of legal and ethical behavior.



Chapter 12 Selling Overview

Types of Sales Positions

Directions Use this graphic organizer to list different types of sales positions.



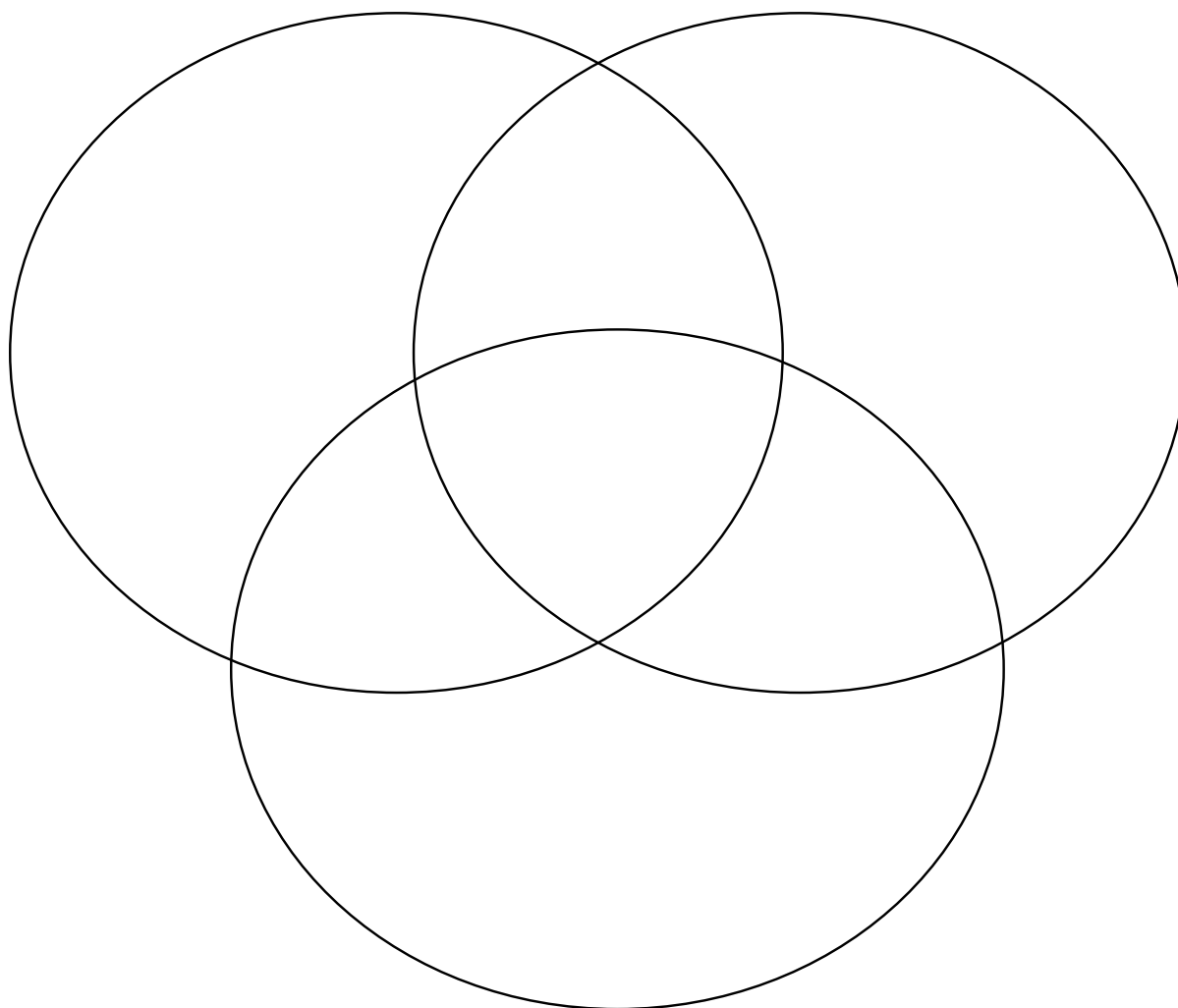
Chapter 12 Selling Overview

Decision Making

Directions Use this graphic organizer to name the characteristics of extensive, limited, and routine decision making. Write notes that apply to all three types of decision making in the area where the circles overlap.

Extensive Decision Making

Limited Decision Making



Routine Decision Making