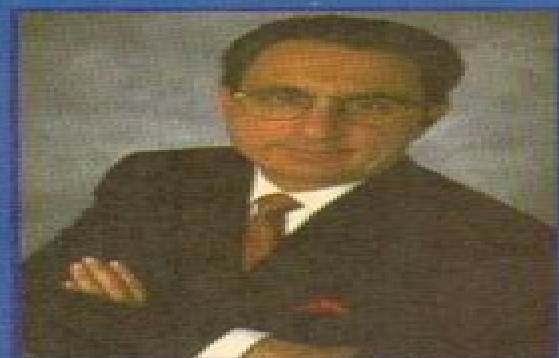


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STEPHAN SCHIFFMAN

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Introduction to Marketing - Principles of Wholesale and Retail Distribution Paul Dulaney Converse, 2011-04-20. This book has a definite objective to combine a treatment of general marketing methods and principles with a more detailed treatment of retailing, particularly the operation of small and medium size stores. It is believed that one cannot properly understand retailing without some knowledge of market economics and wholesaling. Students will understand retail store operation better if they first secure a general knowledge of the field of marketing and know the place of retailing in the overall picture. Therefore, market economics, the physical handling of goods, and wholesaling are treated before the discussion of retailing is begun.

Merchants Trade Journal, 1916

Proceedings of the 1982 Academy of Marketing Science (AMS) Annual Conference Vinay Kothari, Danny R. Arnold, Tamer Cavusgil, Jay D. Lindquist, Jay Nathan, Stan Reid, 2015-05-13. This volume includes the full proceedings from the 1982 Academy of Marketing Science AMS Annual Conference held in Las Vegas, Nevada. It provides a variety of quality research in the fields of marketing theory and practice in areas such as consumer behaviour, marketing management, marketing education, industrial marketing, and international marketing, among others. Founded in 1971, the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory, research, and practice. Among its services to members and the community at large, the Academy offers conferences, congresses, and symposia that attract delegates from around the world. Presentations from these events are published in this Proceedings series, which offers a comprehensive archive of volumes reflecting the evolution of the field. Volumes deliver cutting edge research and insights, complimenting the Academy's flagship journals, the *Journal of the Academy of Marketing Science* (JAMS) and *AMS Review*. Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science.

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