

Journal of Personal Selling & Sales Management

Make sure your library subscribes.

RECOMMEND JPSSM TO YOUR LIBRARIAN

All libraries subscribing to the 2011 volume will receive free access to the entire archive currently available online, for the life of the active subscription!

As the only scholarly research-based journal in its field, *JPSSM* seeks to advance both the theory and practice of personal selling and sales management. Edited by Michael Ahearne (University of Houston), it provides a forum for the exchange of the latest ideas and findings among sales executives, educators, researchers, trainers, and students. For almost 30 years *JPSSM* has offered its readers high-quality research and innovative conceptual work that spans an impressive array of topics—motivation, performance, evaluation, team selling, national account management, and more. In addition to feature articles by leaders in the field, the *Journal* offers a widely used selling and sales management abstracts section, drawn from other top marketing journals. Emerging topics are addressed through periodic special issues devoted to such cutting-edge issues as CRM and sales force ethics.



Library Recommendation Form

(This form should be submitted to your institution's librarian.)

I recommend that the library subscribe to the *Journal of Personal Selling & Sales Management*
ISSN 0885-3134 (print), eISSN 1557-7813 (online) beginning with:

- 2011 (Vol. 31) US / Foreign Institutional Subscription, *ONLINE ONLY*: \$345.00
- 2011 (Vol. 31) US Institutional Subscription, *PRINT + ONLINE*: \$395.00
- 2011 (Vol. 31) Foreign Institutional Subscription, *PRINT + ONLINE*: \$427.00

From _____

Department _____

Signature _____

Date _____

Subscriptions must be prepaid and are nonrefundable. Subscription prices include postage.

M.E. Sharpe, INC.

80 Business Park Drive, Armonk, NY 10504

TEL: 800-541-6563 or 914-273-1800 FAX: 914-273-2106

www.mesharpe.com