

**MANAGING SALES TEAMS STRATEGICALLY WHEN PROMOTING
NEW PRODUCTS- INCORPORATING MARKET ORIENTATION INTO A
SALES MANAGEMENT CONTROL FRAMEWORK**

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ABSTRACT

New product promotion is an expensive and time-consuming process that suffers from a high failure rate. Scholars have examined the relationships between product introduction and sales force management, but the importance of the sales force in selling new products can still be further explored (Fu, Richards, . Hughes, . & Jones, 2010; Spanjol, Tam, Qualls, & Bohlmann 2011). The purpose of this paper is to examine the influence of perceived sales management controls on a salesperson's new products sales performance (i.e., electronic goods) in a business-to-business context. In addition, the direct, mediated, and moderating influences of market orientation on sales performance will also be investigated.

Through the literature reviewed (e.g., Evans, Landry, Li, & Zou, 2007; Matsuo, 2009; Matear, Osborne, Garrett, & Gray, 2002), this paper proposes its hypotheses. In terms of the antecedents of sales performance, this research focuses on the effects of innovativeness (Matsuo, 2009). Second, based on the works of Evans et al. (2007) and Matsuo (2009), this study proposes that management controls (i.e., behavior-based control, knowledge-based control, and output-based control) both directly and indirectly affect sales department performance by first influencing innovativeness. Third, this research intends to examine the effect of organization psychological climate, which is market orientation, on the innovativeness and performance of sales departments (Matear et al., 2002). Finally, this study investigates the moderating effects of an organization's market orientation on the relationship between sales innovativeness and performance (Matear et al., 2002).

EMBA and MBA students were recruited as interviewers to gather data. The companies involved in this study were electronics product manufacturers that were publicly listed on the Taiwan Stock Exchange. A total of 315 complete responses were obtained. The target research question was "what are the determinants of a sales department's new product sales performance?" This study used partial least squares (PLS) to examine the proposed model.

This research found that sales department innovativeness is positively linked with new

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AN Whitehead



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Table of Contents New Sales Management And Control Of Private Companies Must Have Manual

1. Understanding the eBook New Sales Management And Control Of Private Companies Must Have Manual
 - The Rise of Digital Reading New Sales Management And Control Of Private Companies Must Have Manual
 - Advantages of eBooks Over Traditional Books
2. Identifying New Sales Management And Control Of Private Companies Must Have Manual
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in a New Sales Management And Control Of Private Companies Must Have Manual
 - User-Friendly Interface
4. Exploring eBook Recommendations from New Sales Management And Control Of Private Companies Must Have Manual
 - Personalized Recommendations
 - New Sales Management And Control Of Private Companies Must Have Manual User Reviews and Ratings
 - New Sales Management And Control Of Private Companies Must Have Manual and Bestseller Lists
5. Accessing New Sales Management And Control Of Private Companies Must Have Manual Free and Paid eBooks
 - New Sales Management And Control Of Private Companies Must Have Manual Public Domain eBooks
 - New Sales Management And Control Of Private Companies Must Have Manual eBook Subscription Services

- New Sales Management And Control Of Private Companies Must Have Manual Budget-Friendly Options
- 6. Navigating New Sales Management And Control Of Private Companies Must Have Manual eBook Formats
 - ePub, PDF, MOBI, and More
 - New Sales Management And Control Of Private Companies Must Have Manual Compatibility with Devices
 - New Sales Management And Control Of Private Companies Must Have Manual Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of New Sales Management And Control Of Private Companies Must Have Manual
 - Highlighting and Note-Taking New Sales Management And Control Of Private Companies Must Have Manual
 - Interactive Elements New Sales Management And Control Of Private Companies Must Have Manual
- 8. Staying Engaged with New Sales Management And Control Of Private Companies Must Have Manual
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers New Sales Management And Control Of Private Companies Must Have Manual
- 9. Balancing eBooks and Physical Books New Sales Management And Control Of Private Companies Must Have Manual
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection New Sales Management And Control Of Private Companies Must Have Manual
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine New Sales Management And Control Of Private Companies Must Have Manual
 - Setting Reading Goals New Sales Management And Control Of Private Companies Must Have Manual
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of New Sales Management And Control Of Private Companies Must Have Manual
 - Fact-Checking eBook Content of New Sales Management And Control Of Private Companies Must Have Manual
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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