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Chapter Two — Building Trust and Sales Ethics Learning Outcomes 1 Explain what trust is 2 Explain why trust is important 3 Understand how to earn trust

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Chapter 2—Building Trust and Sales Ethics MULTIPLE CHOICE 1 LaTasha is a purchasing agent for a large construction company Jeff is a salesperson for a building materials company and has been calling unsuccessfully on LaTasha for several weeks

#### **Chapter 2 Building Trust and Sales Ethics**

Chapter 2<sup>2</sup> Building Trust and Sales Ethics MULTIPLE CHOICE 1 LaTasha is a purchasing agent for a large construction company Jeff is a salesperson for a building materials company and has been calling unsuccessfully on LaTasha for several weeks LaTasha likes Jeff and believes he is selling a ...

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**Sales Force Management**

Sales Force Management David Jobber is an internationally recognised marketing academic and is Professor of Marketing at the University of Bradford School of Management Before joining the faculty at the School of Management, he worked in sales and marketing for the TI Group and was Senior Lecturer in Marketing at Huddersfield

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