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Technology-based research has a long, storied history in the sales discipline. Beginning with the role of computers to laptops, moving to the influence of the Internet, onward

to customer.

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Selling and sales management: An introduction to the special section and recommendations on advancing the sales research agenda GJ Avlonitis, NG Panagopoulos Industrial Marketing Management 39 (7), 1045-1048 , 2010

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Chapter 4. Performance Implications of Sales Technology. Chapter Overview. In the preceding chapters, we covered how a sales organization can facilitate the process of effective implementation by stimulating users to adopt and start using the sales technology.

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