

LITERATURE SURVEY

GLOBAL SALES DATA ANALYTICS

Title: A critical review of the literature for sales educators

Authors: Shannon Cummins, James W.Peltier, Robert Erffmeyer, and Joel Whalen

Year:2013

Abstract: Experiential learning, assessment, and career development. First challenge is to develop for categorizing the identified sales articles.

Title: On the nature of international sales and sales management research: a social network–analytic perspective

Author: Wyatt A. Schrocka, Yanhui Zhaob, Keith A. Richardsc, Douglas E. Hughesd and Mohammad Sakif Ami

Year:2018

Abstract: International sales and sales management topics, including strategies, activities and potential pitfalls

Title: The Predictors of sales performance: a study with wholesale sellers

Author: Paulo Henrique Donassolo, Celso Augusto de Matos

Year:2014

Abstract: Factors influence sales performance and how these factors vary in different contexts is essential both in the field of sales

Title: Survey on customer centric sales analysis and prediction

Author: B. Ida Seraphim, Lavi Samuel Rao, Shiwani Joshi

Year: 2018

Abstract: Business management is a field for highly dependent on sales prediction. It will be order to predict these sales many data mining techniques but to predict these these sales