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James S. Barcus - Biography - IMDb

James Solomon Barcus was born Barcus worked his way through college selling Barcus wrote "The Science of Selling," a practical guide for canvassers.

Walter A. Friedman - Faculty - Harvard Business

Walter A. Friedman is Director of the the development of sales management transformed an economy populated by peddlers and canvassers selling evolved from an

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calls strictly , as in May 1900 the `` only long distance telephone " in town was transferred from C. B. Carleton's to Young's shoe store .

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Birth of a salesman : the transformation of

the development of sales management transformed an economy populated by peddlers and canvassers to one driven by selling evolved from an art to a science.

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