



The book was found

Sales: A Systems Approach



Synopsis

Sales: A Systems Approach, Fourth Edition, offers a problem-based pedagogy and a thematic structure that explores the different systems governing sales transactions, including the domestic sales of goods, leases, international sales, and real estate sales. An ideal teaching vehicle that features interviews with business leaders and actual examples and documentation from practice, this highly respected casebook can be successfully used to teach Commercial law, Commercial Transactions, or Sales.

Features of this popular casebook include:

- vivid problem-solving assignments that incorporate excerpts from the author's interviews with leading figures in commerce
- provisions from actual sales forms and documents
- news stories that illustrate how the system works in practice
- a systems approach—emphasizing the institutions and mechanisms that regulate transactions, illustrating how the UCC works in practice
- organization by Assignments—offering flexibility in teaching either a 2-hour or 3-hour course
- comprehensive but succinct coverage that includes:
 - the domestic sale of goods
 - leases
 - international sales
 - real estate sales
- distinguished authorship—Daniel Keating is coauthor, with LoPucki, Warren, and Mann, of *Commercial Transactions: A Systems Approach*, now in its Fourth Edition
- a comprehensive Teacher's Manual— notable for its thorough answers to problems

New to the Fourth Edition:

- many new cases, including: the Pennsylvania Supreme Court's 2005 decision in *Phillips v. Cricket Lighters*, reversing a 2004 Pennsylvania Superior Court decision that a disposable lighter was not merchantable because it did not have a child safety feature
- additional material and new problems on 2-207 and the battle of the forms
- simultaneous acceptance and breach under 2-206
- adequate assurance of future performance and reasonable grounds for insecurity
- measuring damages in the case of anticipatory repudiation
- a detailed Transition Guide in the Teacher's Manual that lists changes between the Third and Fourth Editions
- additional material in the Teacher's Manual that incorporates users' insights into the problem answers

Emphasizing the institutions and mechanisms that regulate commercial transactions, Daniel Keating offers a rich variety of materials and timely coverage in an experiential, problem-based format that works exceptionally

well in the classroom. </p> </p> </p> </p>

Book Information

Hardcover: 552 pages

Publisher: Aspen Publishers; 4 edition (November 24, 2008)

Language: English

ISBN-10: 0735576459

ISBN-13: 978-0735576452

Product Dimensions: 7.2 x 1.5 x 10.2 inches

Shipping Weight: 2.4 pounds (View shipping rates and policies)

Average Customer Review: 3.5 out of 5 stars 9 customer reviews

Best Sellers Rank: #1,382,964 in Books (See Top 100 in Books) #85 in [Books > Law >](#)

[Business > Banking](#) #500 in [Books > Law > Business > Commercial](#) #3417 in [Books >](#)

[Law > Administrative Law](#)

Customer Reviews

It was ok. It look really new but there're lots of highlighting on the book so I cant do mine on it unless I want to change the color of the page. Overall, it was just ok for 3 stars but it came on time and looks new so I would give them 4 stars.

This is probably one of the worst books I have received from with outrageous amounts of writing and highlighting on almost every page of the book. I rented this book, so I wasn't expecting the book to be perfect, but MY GOODNESS this book is bad.

brand spanking new, hardly any marks. thanks!

Awful questions at the end of each chapter, I found the Eand E to be vastly more helpful

This book does a good job highlighting and comparing aspects of Art. 2, Art. 2A, and the C.I.S.G.. There are some typos, and a couple of poorly worded hypotheticals.

Good condition. Minimal highlighting. Thanks.

Excellent book

useless editions that are being sold for classes. Selling editions that are 3 or 4 generations old. Waste of money and there is nothing that talks about edition or anything else on it.

[Download to continue reading...](#)

Microbiology: A Systems Approach: Microbiology: A Systems Approach Sales: A Systems Approach Psychology of Sales : From Average to Rainmaker: Using the Power of Psychology to Increase Sales Sales: How To Sell, Influence People, Persuade, and Close The Sale (Job Interview,Negotiating,Sales,Resumes,Persuasion,Business Plan Writing Book 4) The Sales Playbook: for Hyper Sales Growth Outsourcing the Sales Function: The Real Costs of Field Sales ASAP Accelerated Sales Action Plan: Professional Sales Agent Version Sales EQ: How Ultra High Performers Leverage Sales-Specific Emotional Intelligence to Close the Complex Deal Cracking the Sales Management Code: The Secrets to Measuring and Managing Sales Performance (Business Books) Life Insurance Sales Success Formula: A Comprehensive Guide to Building a Successful Life Insurance Sales Career Sales Management. Simplified: The Straight Truth About Getting Exceptional Results from Your Sales Team The Sales Development Playbook: Build Repeatable Pipeline and Accelerate Growth with Inside Sales The Future of the Sales Profession: How to survive the big cull and become one of your industry's most sought after B2B sales professionals 7 STEPS to SALES SCRIPTS for B2B APPOINTMENT SETTING. Creating Cold Calling Phone Scripts for Business to Business Selling, Lead Generation and Sales Closing. A Primer for Appointment Setters. How to Increase Sales and Double your Income: Proven Methods for Generating Consistent Sales Leads Smart Sales Manager: The Ultimate Playbook for Building and Running a High-Performance Inside Sales Team Stephan Schiffman's Telesales: America's #1 Corporate Sales Trainer Shows You How to Boost Your Phone Sales Inside Sales Pro: Master Your Inside Sales Skills and Boost Your Career Savage Sales Secrets: 29 Proven Strategies For Profitable Sales 42 Rules for Building a High-Velocity Inside Sales Team: Actionable Guide to Creating Inside Sales Teams That Deliver Quantum Results

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)