

JPSSM

Journal of
Personal Selling &
Sales Management

CALL FOR PAPERS: Applying Learning from other Domains to Sales

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The *Journal of Personal Selling & Sales Management (JPSSM)* is pleased to invite research article submissions for a special issue on **Applying Learning from Other Domains to Sales** that is scheduled for publication in late **2018**. *JPSSM* is the premier international journal devoted exclusively to the publication of peer-reviewed articles related to personal selling and sales management.

Special Issue Overview

Marketing has a long history of “borrowing” theories from outside the field (e.g., Psychology, Economics, Management) to serve as a conceptual foundation guiding marketing research and to explain marketing phenomena. As a field of study, Sales, too has benefited from constructs and theoretical frameworks developed in other areas of inquiry. For this special issue, we seek papers that explicitly take learning from other domains and extend/apply it meaningfully and usefully to a sales context. Both conceptual and empirical articles are welcome. A conceptual submission, for example, may take the form of a review paper that leverages knowledge from other fields against an emerging and under-researched issue of importance in Sales. We will be looking for compelling positioning and contribution, strong managerial and theoretical implications, and the communication of a clear direction for future research in all submissions, so please give ample attention to these parts of your manuscripts.

Submission Information

The deadline for submission of manuscripts is **November 1, 2017**. Papers must follow JPSSM Guidelines for Authors (<http://jpssm.org/index.php/contributor-s-instructions/initial-submission>) and will go through the regular JPSSM review process. Only original papers not currently under review or published elsewhere may be submitted. Manuscripts should be submitted through the normal JPSSM submission process using ScholarOne Manuscripts, the online submission and peer review system (<https://mc.manuscriptcentral.com/jpssm>). While submitting, please select “Special Issue Submission – Learning from other Domains” under “Manuscript Type”.