Forthcoming Publications


Publications


Agnihotri, Raj; Bonney, Leff; Dixon, Andrea Leigh; Erffmeyer, Robert; Pullins, Ellen Bolman; Sojka, Jane Z.; West, Vicki. (authors in alphabetical order; 2014). Developing a Stakeholder Approach for Recruiting Top-Level Sales Students. *Journal of Marketing Education*, 36 (1), 75-86.


Pullins, Ellen (2013) “Global Selling and Sales Management: The Need for Research Focused Internationally.” Journal of Selling and Major Account Management 12 (2) 7-8.(Guest Editorial; special issue editor)


Pullins, Ellen Bolman, David Strutton, & Iryna Pentina, (2010) “Necessity is the Mother of Invention: Why salesperson creativity is more important now than ever and what we can do to encourage it,” Journal of Selling and Major Account Management, 9(3), 20-35.


Pullins, Ellen & Michael Mallin (2008), Millennial Salespeople Face Challenges, Selling Power Magazine, April, 21.


