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This paper applies a value-based management framework to critically review empirical research in managerial accounting. This framework enables us to place the exceptionally diverse set of managerial accounting studies from the past several decades into an integrated structure. Sales management is a business discipline which is focused on the practical application of sales techniques and the management of a firm's sales operations. It is an important business function as net sales through the sale of products and services and resulting profit drive most commercial business. These are also typically the goals and performance indicators of sales management. This section provides a description of each of SASE's research networks and links to bios and contact information for SASE's network organizers. You can also contact the network organizers through this page. Submissions to the SASE conference must be made through one of the research networks below (or through a mini-conference). Paper and session abstracts [...]

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