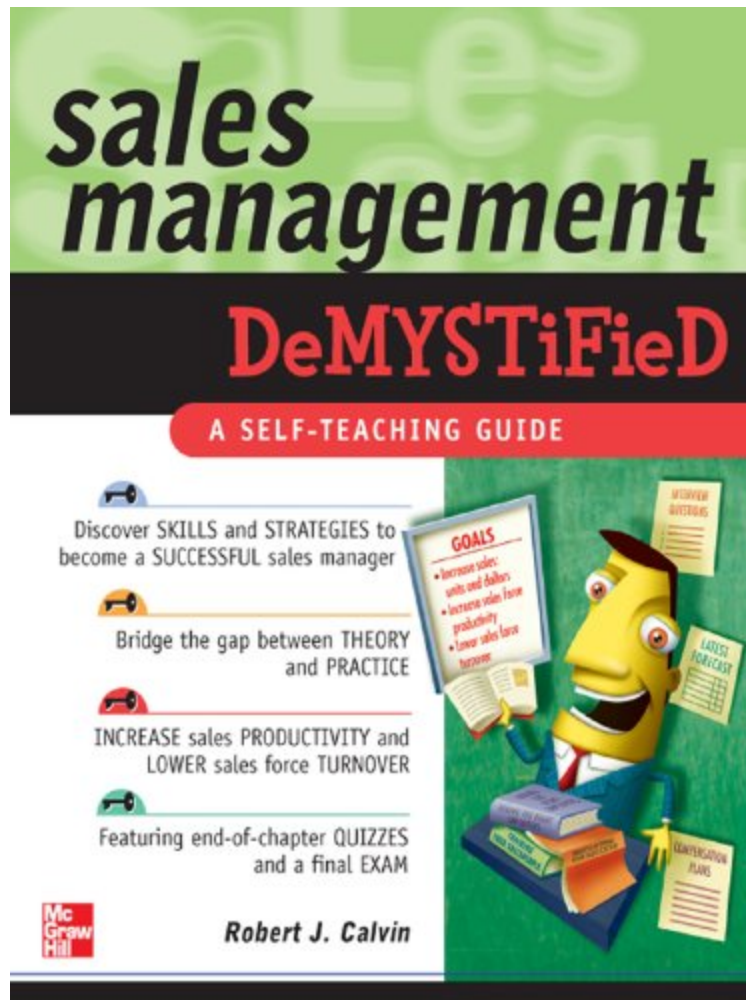


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Robert J. Calvin

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About the Author Robert J. Calvin is an adjunct professor of entrepreneurship and marketing at the University of Chicago Graduate School of Business, where he teaches executive education courses in sales force management. He is the president of Management Dimensions, Inc., an international consulting firm specializing in sales and sales management training. Calvin's previous book, **Sales Management**, won the Soundview Award for one of the 30 best business books in 2001.