



NATIONAL CONFERENCE IN SALES MANAGEMENT

National Conference in Sales Management is the premier international gathering of scholars, instructors, and practitioners interested in professional selling and sales management research and teaching.

NCSM 2023 will be held in Norfolk, VA on March 29-31, 2023. Sessions will begin Wednesday at 1:00 p.m. followed by a welcome event that evening. Thursday will consist of a full day of research, teaching and special sessions followed by a scenic dinner cruise on a private yacht. Sessions will continue through Friday afternoon, concluding with a special surprise event Friday evening (more details will be shared on www.NCSMWeb.com as the registration date approaches).

The conference consists of double-blind review research paper sessions, research roundtable sessions, sales education sessions, and special sessions devoted to connecting academia and practice. Cash prizes are awarded for best competitive papers, doctoral student paper, and teaching innovation presentation. For more information about the NCSM, please go to <http://www.ncsmweb.com> or contact the Program Chair, Dr. David Fleming, david.fleming@indstate.edu.

Submission Deadline:

Tuesday, November 15, 2022
Submission guidelines are provided below and on the submissions website.
Follow them closely!

COMPETITIVE PAPER SUBMISSIONS

Conceptual and empirical papers related to all aspects of professional selling and sales management are welcome. Papers which connect scholarship with practice and those which explore interesting new trends, directions, and important developments in selling and sales management are especially encouraged. Papers should be submitted [here](#).

Authors of the competitive paper manuscript judged to be the top paper in terms of quality and relevance will receive the \$500 Best Paper Award.

Session chair: Dr. Christine Lai at Em-Lyon University (lai@em-lyon.com).

DOCTORAL STUDENT SALES RESEARCH PROGRAM

Doctoral student papers, empirical or conceptual, related to any selling and/or sales management issue authored solely by current doctoral students in marketing or a closely related field are welcome. Attending author(s) of the best doctoral paper will be named as the "2023 NCSM Doctoral Fellow(s)" and receive a \$500 research grant per paper. Doctoral student presentations will be interspersed throughout research paper sessions. Papers should be submitted [here](#).

Session co-chairs: Dr. Catherine Johnson at the University of Toledo (catherine.johnson3@utoledo.edu) and Dr. Bryan Hochstein (bryanh@cba.ua.edu).

Note: Current doctoral students who attend the pre-conference doctoral session scheduled for 11 a.m. on Wednesday, April 1, 2020, will have their NCSM conference fees waived regardless of submission status.

BEST PRACTICES IN SALES EDUCATION

NCSM also highlights best practices in teaching providing a development opportunity for everyone that teaches sales-related classes. A portion of the schedule will be aimed at everyone wishing to develop, improve or refresh their sales teaching skills. The 2020 NCSM will again offer this session highlighting innovative sales pedagogy.

Dependent on the innovation's breadth, it may be presented as either a teaching "Moment" (standalone activity) or a more involved teaching "Application" that spans beyond one class period. The best teaching innovations presented at the conference will be selected by a panel, and the presenter(s) of the top "Moment" and the top "Application" will each receive a \$500 award.

Those interested in submitting a proposal for consideration should submit their proposal [here](#).

SPECIAL SESSIONS

We encourage a wide variety of proposals for special sessions, which are a hallmark of NCSM. These can be focused on sales practice, academic research, bridging the gap between theory and practice, or even trips to Norfolk-based businesses of interest.

Please include name, affiliation, email and phone number for each person in the session, resources needed, an explanation with a title for the session and why it should be considered. Proposals should be submitted here.

Session chair: Dr. David Locander at University of Tennessee-Chattanooga (David-locander@utc.edu).

SUBMISSION GUIDELINES FOR RESEARCH PAPERS *(please follow closely)*

1. The complete paper should be submitted electronically to the appropriate session in Microsoft Word format **no later than Tuesday, November 15, 2022.**

Be sure to submit your paper to the appropriate URL on the NCSM website:

- For competitive papers: [Submit Here](#)
- For doctoral student papers: [Submit Here](#)

2. Please submit one (1) file with author information (names, affiliation, address, phone, and email) confined to the first page only. Please indicate which one author is the key contact for communication. The second page should begin with the manuscript title and abstract.

3. Papers will be reviewed using a double-blind review procedure. Authors should avoid revealing their identities in the bodies of the papers (again, names are to be on the first page only). Manuscripts must include a single-spaced abstract not exceeding 100 words. The body of the paper should adhere to all the manuscript submission guidelines of the Journal of Selling. Maximum length is 30 double-spaced pages, including tables, exhibits, and references. Submissions that exceed 30 pages will be immediately returned to the author for appropriate editing. As another option, authors may submit extended abstracts (~5 pages), which will also be double-blind reviewed (but extended abstracts are highly unlikely to win best paper awards).

4. Each submission will be evaluated on the importance and potential contribution of the sales topic, quality of conceptual development, sampling, methodology, and the managerial relevance of the results. Conceptual research papers, extended abstracts (~5 pages), and works-in-progress are highly welcome and encouraged.

HOTEL ACCOMODATIONS

Norfolk Waterside Marriott
Norfolk, VA

Room Rates: \$171/night

Reservations: 800-357-6050

Reference Pi Sigma Epsilon National Convention - 2020.

All reservations should be received by the Norfolk Waterside no later than March 5, 2023.

5. To be considered for presentation at the conference and publication in the Proceedings, a paper or a similar version of it must not: (a) have been previously published, (b) have been accepted for publication elsewhere, (c) be under an advanced stage (second or higher round) of review publication elsewhere, or (d) be submitted for review by another conference until such time as it is rejected from this conference.

6. At least one author of an accepted paper must: (a) appear at the conference to present the paper, (b) return a properly formatted version of the paper (formatting instructions will be provided to the authors of accepted papers from the Proceedings Editor) to the Proceedings Editor for publication in the Proceedings in abstract or full paper version, and (c) pre-register for the Conference no later than when submitting the final draft of an accepted paper(s).

Note: Submissions not accepted for the competitive paper session will be automatically considered for inclusion in the Research Roundtable session, an interactive, small-group discussion designed to give authors suggestions and feedback about their research. Authors should inform the session chair (Dr. Greg Rich, garich@bgsu.edu) if they prefer that their submission be considered exclusively for the Research Roundtable session - otherwise, the submission will first be considered for a competitive paper session.

