

## DAFTAR PUSTAKA

- Cravens, D.W., Thomas N. Ingram, Raymond W. LaForge and Clifford E. Young, 1993, *Behavior-Based and Outcome-Based Salesforce Control Systems*, Journal of Marketing, Vol.57, Oktober, p.47-59
- Fling, B. (2009). *Mobile Design and Development: Practical Concepts and Techniques for Creating Mobile Sites and Web Apps*. California: O'Reilly.
- GSM Arena. 2012. *Phone Review And Specifications*. Diakses 1 April, 2012, dari <http://www.gsmarena.com/>
- Khan, Agha. 1993. *Monitoring and Evaluating Program*. USA : The PRC MAP.
- Kotler, 1997, *Manajemen Pemasaran Jilid 2*, PT Prenhallindo, Jakarta
- Mary E, Shoemaker, Mark C, Johlke. "An Examination of The Antecedent of A Crucial Selling Skill: Asking Questions" Journal of Management Issue VolXIV No.1 (Spring, 2002)
- Mega Mobile Content. 2012. *Handphone Specifications*. Diakses 1 April, 2012, dari <http://www.megamobilecontent.com/specifications/>
- Oktavian, Diar Puji. 2010. "Menjadi Programmer Jempolan Menggunakan PHP". Penerbit Mediakom : Yogyakarta.
- Romeo, S.T. 2003. *Testing dan Implementasi Sistem*. STIKOM Surabaya.
- Spiro, R.L and B.A. Weitz, 1990, Adaptive Selling : *Conseptualization, Measurement, and Nomological Validity*, Journal of Marketing Research Vol. 27 February 1990
- Sujan, Harish, Borton A Weitz and Nirmalya Kumar, 1994, *Learning Orientation, Working Amart and Effective Selling*, Journal of Marketing, Vol 58, July
- Sutoyo. Siswanto, 2000, *Salesmanship Keahlian Menjual Barang dan Jasa*, Jakarta: PT.Damar Mulia Pustaka
- Shoemaker, M.E & M.C. Johlke, 2002, *An Examination of The Antecedent of ACrucial Selling Skill: Asking Questions*, Journal of Managerial Issues Vol 14 No.1 Spring 2002
- Teas, R Kenneth, John G. Wacker & R Eugene Hughes, 1979, *A Path Analysis of Causes and Consequences of Salespeople's Percertions of Role Clarity*, Journal of Marketing Research, August 1979, p.355-366
- Welling, Luke, Thomson, Laura,2001. *PHP and MySQL web development*. Penerbit Sams Publishin.