

1. Martha came 20 minutes after the scheduled meeting time, while John showed up extremely promptly and on schedule. This indicates that they are acting differently for this encounter. Additionally, Martha began to speak with the secretary about other topics without offering an apology for her delay. When John shows Martha the merchandise, she reads the letters, calls her husband, and does other things that John doesn't like. At the conclusion of the discussion, Martha cut off the meeting because she needed to meet one of John's rival salespeople.
2. If I were John Andrews, I would make Martha aware of the commotion she has caused by her delay and express my annoyance at it. Not only is it important for Martha to be nice and show basic respect in social interactions, but it is also a key indicator of whether she is honest enough to conduct business with me. Business is more than simply one-time sales and presentations of goods and services to customers; it also involves the development of ongoing relationships between the seller and the customer. Additionally, I won't waste a lot of time accepting Martha's offer of this kind of treatment.
3. To gain Martha Gillespie's attention as a potential buyer, I might consider the following options:
 - Research and Personalization:** I would thoroughly research Martha's background and business needs to tailor my communication accordingly. Demonstrating a deep understanding of her specific challenges would show that I've done my homework.
 - Engage Through Multiple Channels:** I would reach out through various channels, such as email, phone, and potentially in-person meetings (if feasible and appropriate). Offering different communication options allows Martha to choose what she's most comfortable with.
 - Value-Oriented Messaging:** Instead of immediately focusing on the product or service, I would emphasize the value and benefits it can bring to Martha's business. Addressing her pain points and offering solutions would be a priority.
 - Build Trust and Credibility:** I would provide references, case studies, or success stories related to my firm's products or services to establish credibility. Transparency and honesty are crucial to building trust.
 - Follow-Up and Persistence:** Sometimes, potential buyers need time to make decisions. I would follow up at appropriate intervals, without being pushy, to keep my product or service on Martha's radar.
4. From Martha's perspective, her communication style and reservations may be influenced by several factors:
 - Time Constraints:** Martha may be extremely busy with her work and might not have the time to engage with salespeople immediately.
 - Past Negative Experiences:** She may have had negative experiences with pushy or insincere salespeople, making her cautious and unresponsive.
 - Uncertainty:** Martha may not be completely sure about her needs or the potential benefits of the product or service, leading to hesitation in communication.
 - Trust:** She might not yet trust John Andrews, his firm, or his products, and may need more information or time to build that trust.

State Merit System Criminal Justice Study Guide

**Augustus Frederick Kuhlman, Social
Science Research Council (U.S.).
Committee on Survey of Research on
Crime and Criminal Justice**

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