



# **Sales: A Systems Approach, Fifth Edition (Aspen Casebooks)**

*Daniel L. Keating*

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# Sales: A Systems Approach, Fifth Edition (Aspen Casebooks)

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**Sales: A Systems Approach, Fifth Edition (Aspen Casebooks)** Daniel L. Keating

A problem-based casebook organized using sales systems including those governing domestic sales of goods, leases, international sales, and real estate sales.

## Features:

- **Vivid problem-solving assignments that incorporate:**
  - Excerpts from the author's interviews with leading figures in commerce
  - Provisions from actual sales forms and documents
  - News stories that illustrate how the system works in practice
- **A systems approach** emphasizing the institutions and mechanisms used by market participants to conduct transactions, for a better overview of how the commercial code plays out in practice
- **Organization by Assignments** offering flexibility in teaching either a 2-hour or 3-hour course
- **Comprehensive coverage** that includes:
  - The domestic sale of goods
  - Leases
  - International Sales
  - Real Estate Sales
- **Distinguished authorship** (coauthor, with LoPucki, Warren, and Mann, of *Commercial Transactions: A Systems Approach*)

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