



Sales Management Concept And Cases

Douglas J. Dalrymple, William L. Cron



Sales Management Concept And Cases:

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Management Concepts and Techniques is to give readers a thorough understanding of the fundamental ideas procedures and contemporary methods used in the industry By tying theoretical ideas to real world applications it is intended to benefit both professionals and students I hope it will assist readers improve their understanding and use these strategies in practical business settings Rajeev Gupta Author Sales Management Earl D. Honeycutt, John B. Ford, Antonis C. Simintiras, 2003 Designed to prepare upper level undergraduate and graduate business students for work in the exciting field of global sales management this text focuses upon the managerial and cross cultural aspects necessary for leading the global sales force

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