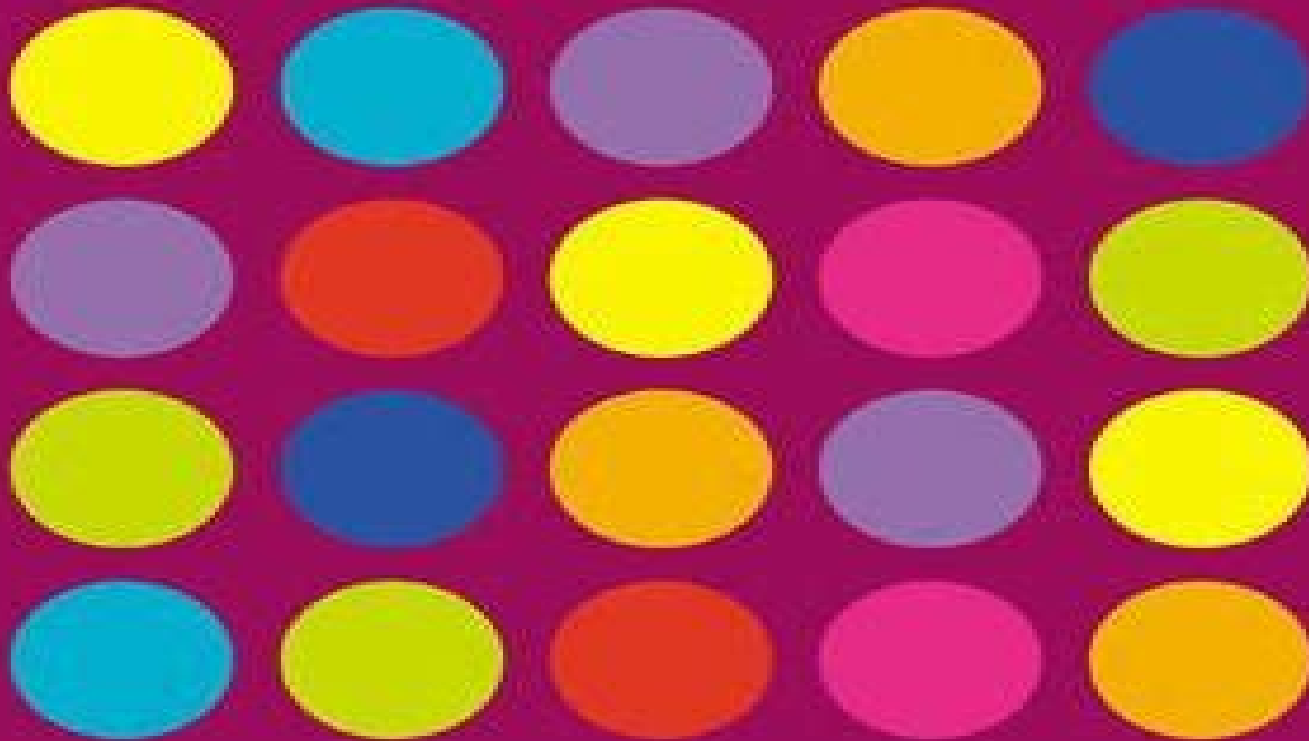


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second edition

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Key Marketing Skills Peter Cheverton, 2000 This manual offers information on particular marketing topics for professionals who are new to the marketing arena The information is backed up with examples of good and bad marketing practice There are numerous case studies in each chapter and the accompanying CD ROM allows the reader to formulate an action plan for their own organization and make use of questions and answers to facilitate learning

The Law Firm Associate's Guide to Personal Marketing and Selling Skills Catherine Alman MacDonagh, Beth Marie Cuzzone, 2007 This is a trainer's manual designed to be used in conjunction with The Law Firm Associate's Guide to Personal Marketing and Selling Skills sold separately It will serve as a guide to the person who is charged with leading the training sessions and will explain how to best structure the sessions and use the book Chapters will provide skill development outlines at each level for marketing and sales training discussion guidelines for coaches working internally or externally with attorneys and teams discussion guidelines for firm members working internally with individual attorneys and discussion guidelines checklists and program ideas for the person responsible for professional development

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