# The

GAYE G. INGRAM SARAH R. LABENSKY

# **Prentice Hall Encyclopedia Dictionary Of Selling**

**Informa Healthcare** 

### **Prentice Hall Encyclopedia Dictionary Of Selling:**

The Prentice Hall Encyclopedic Dictionary of Selling Gene Garofalo,1994 Provides sales professionals with information on everything from the meaning of demo graphics to how to design a call report create a mission plan or close a sale The reference is arranged alphabetically and contains graphs illustrations displays forms case examples and application ideas

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