

MAKING IT IN

HIGH  
TECH

SALES

**KEN PEDERSEN**

# Making It In High Tech Sales

**Ronald McTavish**



## **Making It In High Tech Sales:**

*Making it in High Tech Sales* Ken Pedersen,1989      *Selling High-tech Products and Services* Ira S. Kalb,1991      **What Every Engineer Should Know About Starting a High-Tech Business Venture** Eric Koester,2009-01-06 Written by an experienced business lawyer in the technology scientific and engineering community this publication is for the engineer with an innovative high tech idea or concept who needs those crucial business insights and strategies to move that idea forward It offers key analysis on how to leave a current employer gain access to technologie      **E-Marketing** K & A Press,2002

**Successful Marketing Strategy for High-tech Firms** Eric Viardot,2004 Annotation This revised edition of the bestseller reflects the realities of the new high tech marketplace where effective marketing strategy counts as much as the latest technology New material includes case studies on how high tech giants came out of the tech market meltdown stronger and more competitive      **Low-Tech Guy in a High-Tech World** Stephen Rubbico,2019-12-10 It s no secret that Corporate

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*Europe 1992 and Its Effects on U.S. Science, Technology, and Competitiveness* United States. Congress. House. Committee on Science, Space, and Technology,1989

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**Decision-Making in International Entrepreneurship** Vahid Jafari-Sadeghi,Hannan Amoozad Mahdiraji,2023-06-28 This collection of studies presents an understanding of the processes methods and

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