



UNDERSTANDING LEVERAGE AND SHORT SELLING

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Selling Leverage

Dr. F. C. Sharma, Rachit Mittal



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Professional Selling Dawn Deeter-Schmelz, Gary Hunter, Terry Loe, Ryan Mullins, Gregory Rich, Lisa Beeler, Wyatt Schrock, 2020-01-15 Formerly published by Chicago Business Press now published by Sage *Professional Selling* covers key sales concepts and strategies through the approach of highlighting detailed aspects of each step in the sales process from lead generation to closing Coauthored by faculty from some of most successful sales programs in higher education this insightful text also offers unique chapters on digital sales customer business development strategies and role play

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Financial Management Latest Edition by Dr. F. C. Sharma, Rachit Mittal Dr. F. C. Sharma, Rachit Mittal, 2020-07-02 Financial Management 1 Financial Management Meaning Nature Scope and Objectives 2 Financial Planning 3 Capital Structure Theories and Determinants 4 Operating and Financial Leverage 5 Capital Budgeting and Investment Decisions 6 Cost of Capital and Financing Decision 7 Dividend Policy and Models 8 Management of Working Capital 9 Management of Cash 10 Management of Receivables 11 Inventory Management Federal Register ,1997

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