# sales management

## DeMYSTiFieD

#### A SELF-TEACHING GUIDE



Discover SKILLS and STRATEGIES to become a SUCCESSFUL sales manager



Bridge the gap between THEORY and PRACTICE



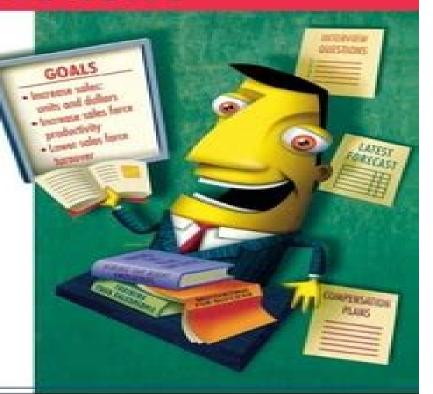
INCREASE sales PRODUCTIVITY and LOWER sales force TURNOVER



Featuring end-of-chapter QUIZZES and a final EXAM



Robert J. Calvin



### **Sales Management Demystified A Self Teaching Guide**

Lei Shi

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