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A photograph of three Black women sitting at a table in a meeting. The woman on the left is smiling and looking towards the camera. The woman in the middle is looking towards the right. The woman on the right is looking towards the middle. They are all wearing professional attire. The background is a blurred office setting.

Marketing Principles

The Sheppie Approach

3rd Edition

Participant's **Workbook Manual**

D. F. Les Pierre-Luke

Sales Participant Manual Workbook

JR Anderson



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