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AW Rasmussen



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own abilities in this regard The book is aimed at students studying advanced levels of entrepreneurship innovation and related fields as well as practitioners for example managers business owners As entrepreneurship and innovation are largely indivisible elements and cannot be adequately understood if studied separately the book provides the reader with an overview of these elements and how they combine to create new value in the market This edition is updated with recent international research including research and examples from Europe the US and the Asia Pacific region **Official Gazette of the United States Patent and Trademark Office** ,2002 **Sales Management** ,1929 Building a Winning Sales Team Gini Graham Scott Ph.D.,2007-08-30 BUILDING A WINNING SALES TEAM provides the basic steps for setting up growing and motivating a successful sales team for company owners and sales managers and supervisors The book begins with chapters on recruiting sales people whether you want to organize your own sale team or set up a network of independent distributors Other chapters cover orientating and motivating your sales people setting up a training program managing time and territory providing support for your sales people creating materials to sell and organizing effective sales meetings The book includes charts templates and other materials you can adapt for your own organization The book is ideal for both entrepreneurs starting their own company and company owners and managers in a corporate setting

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