

The background image shows three Black women in a professional setting, likely a meeting or classroom. They are seated at a table, looking at a laptop screen. The woman on the left is smiling and looking towards the camera. The woman in the middle is looking at the laptop. The woman on the right is also looking at the laptop. The text 'EDU CAN' is in the top left corner. The title 'Marketing Principles' is in large pink and white letters across the middle. Below the title, 'The Sheppie Approach' is on the left and '3rd Edition' is on the right.

EDU
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Marketing Principles

The Sheppie Approach

3rd Edition

Participant's **Workbook Manual**

D. F. Les Pierre-Luke

Sales Participant Manual Workbook

Michael Seilmaier

A red circular graphic with a gradient, appearing as a partial circle or a thick arc, located to the right of the author's name.

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