

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 letters across the middle. Below it, 'The Sheppie Approach' is on the left and '3rd Edition' is on the right.

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Marketing Principles

The Sheppie Approach

3rd Edition

Participant's **Workbook Manual**

D. F. Les Pierre-Luke

Sales Participant Manual Workbook

**Shawn Callahan, 1st, Mark Schenk,
1st, Mike Adams, 1st**

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