

sales management

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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**

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Sales Management Demystified A Self Teaching Guide

Puja Mehta



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