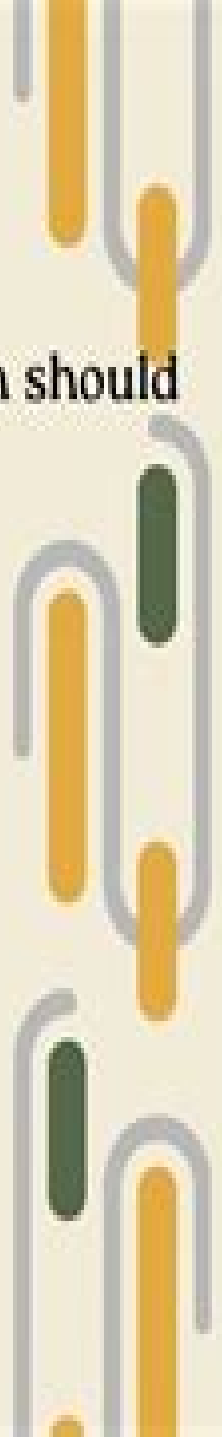


Sales Management N6

in a sales organization should be supervised by a single manager?

- A) Span of control
- B) Unity of command
- C) Hierarchy of authority
- D) Functional specialization

Answer: B



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S Ashworth



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