sales management

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A SELF-TEACHING GUIDE



Discover SKILLS and STRATEGIES to become a SUCCESSFUL sales manager



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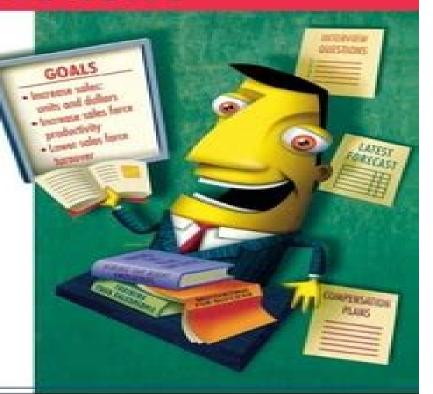
INCREASE sales PRODUCTIVITY and LOWER sales force TURNOVER



Featuring end-of-chapter QUIZZES and a final EXAM



Robert J. Calvin



Sales Management Demystified A Self Teaching Guide

Apple Computer, Inc

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