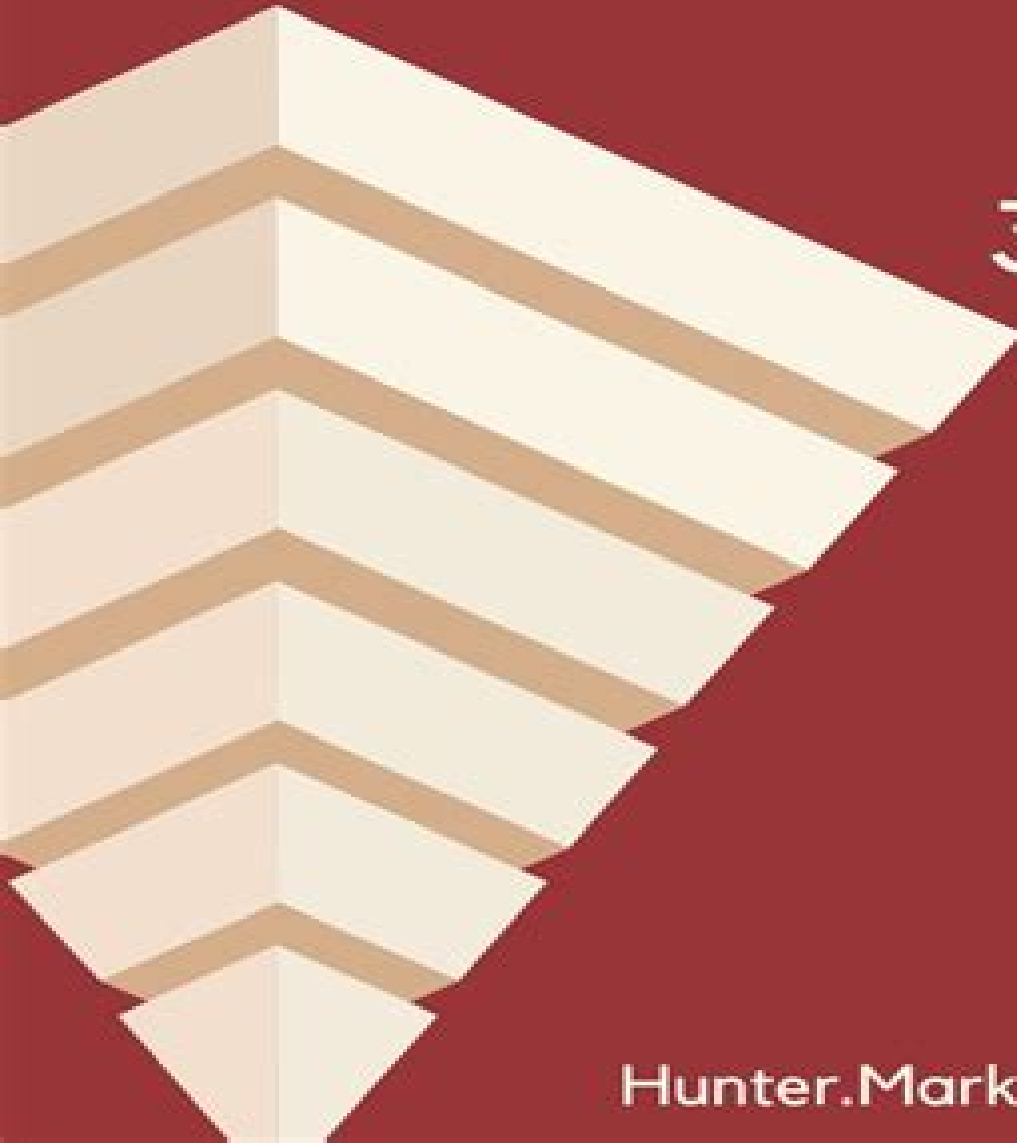


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equally focused on areas that have traditionally received a larger share of the research effort organizational buyer behavior business marketing strategy and planning industrial selling and sales management and those that have taken a back seat in terms of research attention computers and ethical business marketing The original study its criticisms and the authors subsequent assessment spotlight major themes individual contributions and future trends in major topic areas including business marketing strategy organizational buying behavior and purchasing management business marketing research methodology products services pricing management issues distribution logistics and supply chain management and promotion

Sales And Marketing For Entrepreneurs Guy Rigby,2011-11-11 This eBook is about sales and marketing for entrepreneurs The author of this instant guide from Harriman House Guy Rigby has also written From Vision to Exit which is a complete entrepreneurs guide to setting up running and passing on or selling a business *Catalogue* Boston University,1928

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