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From Selling to Managing

Guidelines for
the Newly Appointed
Field Sales Manager

From Selling To Managing Guidelines For The Newly Appointed Field Sales Manager

M Mosston



From Selling To Managing Guidelines For The Newly Appointed Field Sales Manager:

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resources are included to help instructors teaching with the textbook including PowerPoint slides and a testbank Chapter overviews and teaching notes for the roleplays included in the text and suggested course projects and worksheets are also provided for instructors Suitable for courses on selling and sales management at all college and university levels

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