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Pearson Education (US), United States, 2015. Hardback. Condition: New. 2nd edition. Language: English. Brand new Book. B2B sales professionals: resist mindless discounting, level the playing field against tough procurement organizations, and close the deal on your terms! Negotiating with Backbone, Second Edition definitive guide for every sales pro facing the "procurement buzzsaw" - and it's just been updated with even more powerful strategies and techniques! Where traditional purchasing managers negotiated, procurement officials seek to dictate, through multiple tactics with a...

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- Authored by Reed K. Holden
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