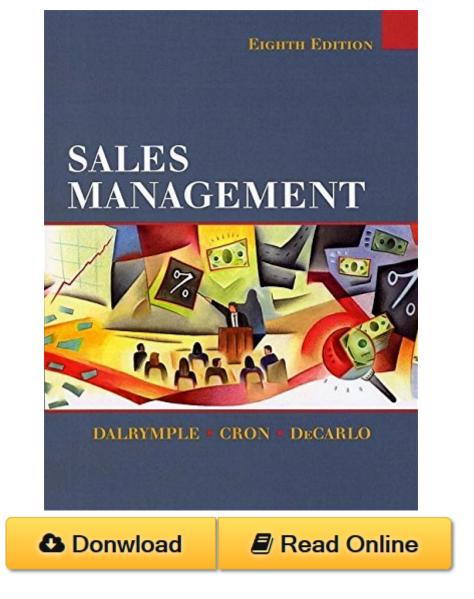
Sales Management PDF



Sales Management by Douglas J. Dalrymple, William L. Cron, Thomas E. DeCarlo ISBN 047123060X

Through seven editions, Sales Management has provided readers with a comprehensive, practical approach to sales management. This book places special emphasis on current issues of managing strategic account relationships, team development, diversity in the work force, sales force automation, and ethical issues.

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