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# Lcci Selling And Sales Management Past Paper

**SB Merriam**



## **Lcci Selling And Sales Management Past Paper:**

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finance tax incentives and other aids which would be of interest to the businessman are found in the Appendix The author also shares his unique experiences and thoughts with the reader There is also a chapter on internet marketing which is apparently gaining greater importance Six actual marketing plans which had been implemented by the author previously and which contain some trade secrets are incorporated Unlike many sales and marketing authors the author walks his talk he enjoys selling and has been selling directly to his customers The book is especially tailored for the busy business executive who has little or no time to attend sales and marketing courses but who wants to acquire the much needed knowledge and insights for getting his business going and flourishing Busy students sitting for the various sales and marketing exams conducted by the LCCI the Chartered Institute of Marketing the polytechnics the universities and the other institutions who are running short of time should find this simple practical book useful for quick revision The book has been adopted as a reference text by two professional bodies and has been commended ABOUT THE AUTHOR The author has been a salesman and marketer for many years He has also taught sales and marketing to sales personnel business people and students for many years He has published about 20 books two of which have been adopted as reference texts and commended by professional bodies and has been the editor of one book He has also published a number of important papers in research journals and has served on the faculty of an American research university as a professor He has received publicity from the press for some intellectual achievement

*Advanced Sales Management Handbook and Cases* Linda Orr, 2012-04-23

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Charles M. Futrell, 2012-10-10

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