

SELLING

TWELFTH EDITION

TODAY

Partnering to Create Value

A photograph of three business professionals walking through a modern office hallway. On the left, a woman in a dark business suit walks towards the camera. In the center, a man in a light-colored suit walks away from the camera. On the right, another man in a light-colored suit walks towards the camera, holding a folder. The hallway has a polished floor and large windows in the background.

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Victor M. Corman



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