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Sales Management Demystified A Self Teaching Guide

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Sales Management Demystified Robert J. Calvin, 2007 *Sales Management Demystified* Robert J. Calvin, 2007-05-04
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Environmental Management Plans Demystified Stephen Tinsley,2002-09-26

The development of an environmental management plan is an essential business activity that helps organise direct and control operational activities and plan for future environmental risk Once created an environmental management plan is an ongoing asset that requires regular updating and enables benchmarking against company targets and competitors Environmental Management Plans Demystified takes you step by step through the process and procedures required to implement a successful plan Its clear accessible style allows you to achieve ISO 14001 compliance with the minimum of effort Examples of standard documentation case studies flowcharts and checklists are included as well as useful hints to avoid resource wasting pitfalls If you want to install a successful environmental management plan that will minimise environmental risk and create a competitive advantage for your company this book is an essential practical guide for both the absolute beginner and the experienced practitioner

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Jeff Herman's Guide to Book Publishers, Editors & Literary Agents 2007 Jeff Herman, 2006-12 Presents a guide to the names and specialties of American and Canadian publishers editors and literary agents including information on the acquisition process and on choosing literary agents

A Veterinarian's Guide to Financial Planning Paul H. Sutherland, 2014-05-14

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