

Little Red Book Of Selling 12 5 Principles Of Sales Greatness

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management in all business and human organization activity is simply the act of getting people together to accomplish desired goals management comprises planning organizing staffing leading or directing and controlling an organization or effort for the purpose of accomplishing a goal principles of management are the essential underlying factors that form the foundations of successful management essentials of management make the connection between theory and concepts to actual practice by showing how managers and organizations effectively apply the basic principles of management

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