

***Judul:***

Consultative selling: the Hanan formula for high-margin sales at high levels

***Pengarang/Penulis:***

Hanan, Mack, author

***Subjek:***

Selling -- Key accounts; Sales personnel; Business & economics -- Marketing; Business & economics -- Distribution

***Nomor Panggil:***

e20438598

***Penerbitan:***

[American Management Association, ]

***Link Terkait:***

- [Deskripsi Bibliografi](#)
- [Abstrak](#)
- [Dokumen Yang Mirip](#)
- [Universitas Indonesia Library](#)