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Understanding that a sales force is only as successful as its management is the first step to improving overall sales performance. The rest can be found inside this hands-on guide that shows, step-by-step, how to train and retain a team of top sales professionals.

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BUILD and manage a SALES FORCE that's worth celebrating. Understanding that a sales force is only as successful as its management is the first step to improving overall sales performance.

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2 1.0 OBJECTIVE After going through this lesson, you will be able to-  
• Discuss the sales, sales management and related concepts.  
• Explain the structure and objectives of a sales organisation.

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