

Getting Partnering Right: How Market Leaders Are Creating Long-Term Competitive Advantage By Neil Rackham



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10 Questions to Ask Before Committing to a

Here are some questions to ask before deciding if partnering is a good idea: 1. Did he do the right thing and dip into savings or borrow from a credit card or a

Bio | Neil Rackham - Sales Speaker, Leading

Neil Rackham is known Neil has been an advisor on His other books include Managing Major Sales and Getting Partnering Right: How Market Leaders Are

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