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# Managerial Decision Modeling With Spreadsheets 2nd Edition Solutions

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informée et exigeante les vendeurs doivent argumenter et adapter leur discours en fonction des

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web le rôle d un vendeur est plus complexe qu il n y paraît d autant qu il varie considérablement selon la structure où il exerce il doit non seulement conseiller la clientèle et développer des arguments mais aussi adapter son discours selon les besoins les incertitudes et les hésitations des uns ou des autres