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chapter 13 initiating the sale - south lake marketing - chapter 13 chapter objectives after reading this chapter, you should be able to: $\hat{\phi} \hat{\epsilon} \hat{\alpha} \hat{\phi}$ list the seven steps of a sale $\hat{\phi} \hat{\epsilon} \hat{\alpha} \hat{\phi}$ explain the importance and purposes of the approach in the sales process $\hat{\phi} \hat{\epsilon} \hat{\alpha} \hat{\phi}$ demonstrate how business-to-business sales representatives conduct the initial approach $\hat{\phi} \hat{\epsilon} \hat{\alpha} \hat{\phi}$ name three methods for making the initial approach in retail sales $\hat{\phi} \hat{\epsilon} \hat{\alpha} \hat{\phi}$ explain why determining needs is an ...

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