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PHARMACEUTICAL SALES TRAINING MANUAL

Revised 16th Edition

Napsr Pharmaceutical Sales Training Manual

Sebastian Brünink



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Retail Pharmacy Sales and Training Manual Chemists' Guild of New Zealand, 1963 A Franchise of One Neil Berliner, 2007-05 A Franchise of One Strategies for Pharmaceutical Sales is Dr Neil Berliner s new training and self help book for pharmaceutical representatives Dr Berliner is a highly experienced pharmaceutical trainer and speaker as well as being a regular contributor to Pharmaceutical Representative and its Doctor s World founder and columnist A Franchise of One introduces three valuable concepts for representatives which are explained and reinforced throughout the book These major concepts are 1 that representatives should view themselves as professional business people similar to franchisees of major

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