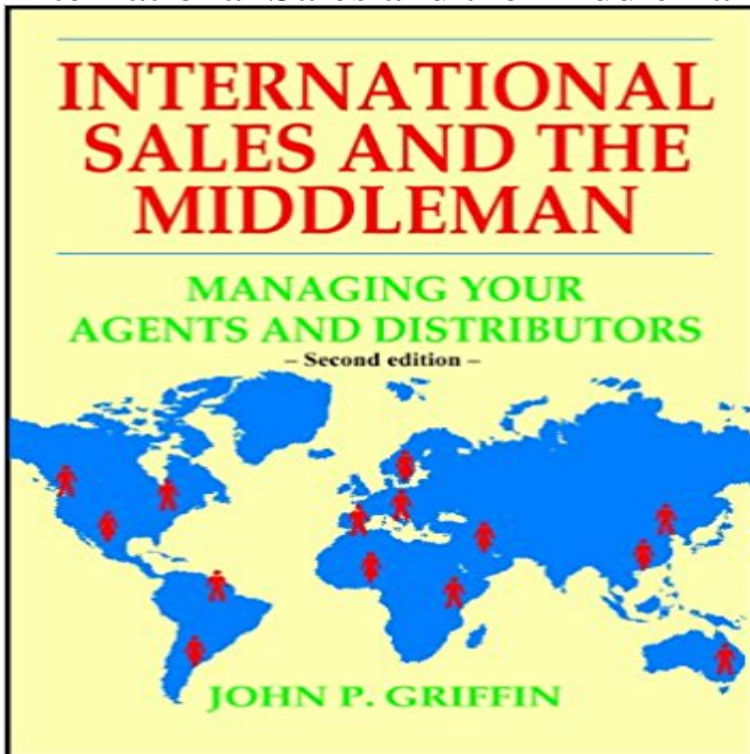


International Sales and the Middleman



This volume is about managing dealers, distributors and agents in overseas markets, a useful guide for anyone doing business overseas. The book gives detailed practical advice on how to go about finding, appointing and managing local agents. It includes advice on local customs and preferences in key markets, and shows readers what pitfalls to expect in negotiating these crucial appointments. It includes sections on training, motivating and managing the agents, and shows readers how to establish a successful network to build the business overseas.

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