



Pitching Closing: Everything You Need to Know about Business Development, Partnerships, and Making Deals That Matter

By Alexander Taub, Ellen Dasilva

BRILLIANCE AUDIO, United States, 2014. CD-Audio. Book Condition: New. Unabridged. 170 x 135 mm. Language: English . Brand New. Earn huge profits in today's business-development startup boom Driving the most successful startups today is Business Development (BD), which includes strategic partnerships, content licensing, product distribution, data partnership, monetization, and acquisitions. Pitching and Closing reveals how to master the specific skills that people in BD at today's startups need to succeed, including forging relationships, pitching a company's product, building network, sourcing deals, dealing with rejection, and closing large deals.



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