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*International sales and the middleman*

Yet probably the most acid test to be faced by any aspiring international sales manager will be to get his middlemen behind him and to learn how to drive international business through these vital people. The starting point for successful middleman management is to understand the basics - and the first is 'critical mass'.

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distributive network from scratch. It provides detailed advice on selection, negotiation, initiation, training (where appropriate), motivating, development, and managing overseas agents to ensure the maximum sales result.

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A middleman will facilitate interaction between parties, typically for a commission or fee. Some critics say that businesses and customers should try to "cut out the middleman" by dealing directly...

### *Middleman Definition*

Acknowledged authors Griffin, John P. wrote International Sales and the Middleman comprising 166 pages back in 1998. Textbook and eTextbook are published under ISBN 1852521686 and 9781852521684. Since then International Sales and the Middleman textbook was available to sell back to

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