

## Meeting the Sales and Promotional Objectives

Very few business books and almost all the columns you should read discuss the sales and promotional objectives. Most of them are in agreement that sales and promotional objectives are the only ones that should be set. The reason is that sales and promotional objectives are the only ones that can be measured. However, sales and promotional objectives are not the only ones that should be set. There are other objectives that should be set, such as quality, delivery, and customer satisfaction. These are important objectives that should be set, but they are not as important as sales and promotional objectives. The reason is that sales and promotional objectives are the only ones that can be measured. The other objectives are not as important as sales and promotional objectives.

- 1. The sales and promotional objectives are the most important.
- 2. The promotional objectives are not as important as the sales objectives.
- 3. The promotional objectives are not as important as the sales objectives.
- 4. The promotional objectives are not as important as the sales objectives.

The sales and promotional objectives are the most important. They are goals that can be measured and can be achieved. The promotional objectives are not as important as the sales objectives. The promotional objectives are not as important as the sales objectives.

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