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# Business Development FOR **DUMMIES** A Wiley Brand

## **Learn to:**

- Get your business development strategy in place and build a practical step-by-step plan
- Leverage your customer relationships for even greater success
- Go beyond the typical sales cycle
- Develop and implement a partnership strategy

**Anna Kennedy**

*Business development and leadership expert*



# Business Development For Dummies

**Elaine Biech**

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