

# KEY ACCOUNT MANAGEMENT



# Key Accounts Management Ppt

**Su Mi Dahlgaard-park, Jens Jorn  
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organization and focus on satisfying their customers employees and other stakeholders better than their competitors are well equipped with the necessary capabilities to survive It is a must read book for academicians practitioners managers and students interested in learning about the quality management philosophy principles tools and methods to be used in building a sustainable future where the challenges of the 4th Industrial Revolution Industry 4.0 are regarded and used as opportunities for survival and further growth 25 Need-To-Know Key Performance Indicators Bernard Marr,2014-09-24

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