

BTS Management
des unités commerciales



Gestion de la Relation Commerciale

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Gestion de la relation commerciale Alain Chatain, Miguel Chozas, Bernard Coïc, 2011-05-11 Conforme au référentiel cet ouvrage préparant au BTS MUC a entièrement actualisé pour tenir compte des attentes des enseignants Une vingtaine d'exercices renouvelés Ce manuel est composé de 18 chapitres sur la Relation commerciale 10 chapitres sur la Communication 80 travaux dirigés 16 fiches Ressources Stages Une présentation détaillée de l'épreuve E5

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