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Mark H. McCormack

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What They DON'T Teach You at Harvard Business School

Notes from a
Street-Smart Executive

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To this day, McCormack's business classic remains a must-read for executives and managers at every level, featuring straight-talking advice you'll never hear in business school. Relating his proven method of "applied people sense" in key chapters on sales, negotiation, reading others and yourself, and executive time management, McCormack presents powerful real-world guidance on:
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