

# Going To Market: Case Studies In Industrial Distribution (Harvard Business School Course Module) By E. Raymond Corey

By E. Raymond Corey

## Frank V. Cespedes - Harvard Business School -

Sales and Service(Harvard Business School Press) and Going to Market: Distribution Systems for Industrial E. Raymond Corey, and Frank V. Cespedes.

<http://www.hbs.edu/faculty/Pages/print-profile.aspx?faclid=126057>

## Kash Rangan | Grassroots Business Fund | -

Kash Rangan is the Malcolm P. McNair Professor of Marketing at the Harvard Business School and until distribution systems for industrial of case studies and

<http://www.zoominfo.com/p/Kash-Rangan/147501063>

## Going To Market: Case Studies In Industrial -

Book information and reviews for ISBN:9780875842219,Going To Market: Case Studies In Industrial Distribution (Harvard Business School Course Module) by E. Raymond Corey.

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## Amazon.com: E. Raymond Corey: Books, Biography, -

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Journal of Common Market Studies 35 Harvard Business School Press. Baker, Wayne E The Case of the New Telecommunications Services Market. Industrial and

[http://www.soc.umn.edu/%7Eknoke/pages/Organizations\\_&\\_Networks\\_Bibliography.doc](http://www.soc.umn.edu/%7Eknoke/pages/Organizations_&_Networks_Bibliography.doc)

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