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International Sales And The Middleman
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Yet probably the most acid test to be faced by any aspiring international sales manager will be to get his middlemen behind him and to learn how to drive international business through these vital people. The starting point for successful middleman management is to understand the basics - and the first is 'critical mass'.

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International Sales and the Middleman provides a down-to-earth, practical, and insightful guide that will enable export sales managers to build-or rebuild-a distributive network from scratch. It provides detailed

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advice on selection, negotiation, initiation, training (where appropriate), motivating, development, and managing overseas agents to ensure the maximum sales result.

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(Book, 1990 ...

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Middleman Definition

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